

# HOW TO **ANALYZE** PEOPLE **WITH DARK** PSYCHOLOGY

BONUS  
**3**  
INSIDE

8 **BOOKS** IN 1

DEFEND YOURSELF AGAINST MANIPULATION & GASLIGHTING  
AND PERSUADE ANYONE WITH  
NLP SECRETS + EMOTIONAL INTELLIGENCE.

**DANIEL LONG**

# **How to Analyze People With DARK PSYCHOLOGY 8 books in 1**

Defend Yourself Against  
Manipulation & Gaslighting and  
Persuade Anyone With NLP  
Secrets + Emotional  
Intelligence.

**© Copyright 2021 - All rights reserved.**

This document is geared towards providing exact and reliable information regarding the topic and issue covered.

- From a Declaration of Principles which was accepted and approved equally by a Committee of the American Bar Association and a Committee of Publishers and Associations. In no way is it legal to reproduce, duplicate, or transmit any part of this document in either electronic means or in printed format. All rights reserved.

The information provided herein is stated to be truthful and consistent, in that any liability, in terms of inattention or otherwise, by any usage or abuse of any policies, processes, or directions contained within is the solitary and utter responsibility of the recipient reader. Under no circumstances will any legal responsibility or blame be held against the publisher for any reparation, damages, or monetary loss due to the information herein, either directly or indirectly.

Respective authors own all copyrights not held by the publisher.

The information herein is offered for informational purposes solely and is universal as so. The presentation of the information is without contract or any type of guarantee assurance.

The trademarks that are used are without any consent, and the publication of the trademark is without permission or backing by the trademark owner. All trademarks and brands within this book are for clarifying purposes only and are owned by the owners themselves, not affiliated with this document.

# Table of Contents

## BOOK1 READ AND ANALYZE PEOPLE LIKE A BOOK WITH DARK

### PSYCHOLOGY

#### Introduction

- Chapter 1      [What Is Dark Psychology?](#)
- Chapter 2      [Overview of Dark Psychology vs. Normal Psychology](#)
- Chapter 3      [Why Dark Psychology Is an Innate Part of Who We Are As Humans—How to Exploit It to Your Advantage](#)
- Chapter 4      [Analyzing and Understanding Body Language and Behaviors](#)
- Chapter 5      [Why Analyze People](#)
- Chapter 6      [How to Analyze People](#)
- Chapter 7      [When Analyzing People](#)
- Chapter 8      [Personality Type](#)
- Chapter 9      [8 Common Methods of Dark Psychology](#)
- Chapter 10     [Mind Control Techniques](#)
- Chapter 11     [Detecting Lying](#)
- Chapter 12     [How to Face Common Real-Life Manipulation Situations Using Dark Psychology Strategies That Most People Are Unaware of](#)
- Chapter 13     [Protect Yourself from Dark Psychology](#)

#### Conclusion

## BOOK 2 BODY LANGUAGE MADE EASY

### INTRODUCTION

- Chapter 1      [FOUR TYPES OF BODY LANGUAGE](#)
- Chapter 2      [THE IMPORTANCE OF ANALYZING PEOPLE](#)
- Chapter 3      [PERSONALITY VERSUS CHARACTER](#)
- Chapter 4      [TECHNIQUES VERSUS PRINCIPLES](#)
- Chapter 5      [“APPEAR TO BE” VERSUS “ACTUALLY BE”](#)
- Chapter 6      [WHAT PERSONALITY REVOLVES AROUND VERSUS WHAT CHARACTER REVOLVES AROUND](#)
- Chapter 7      [WHAT CAUSES SPECIFIC PERSONALITY TRAITS](#)
- Chapter 8      [AM I AN INTROVERT OR AN EXTROVERT?](#)
- Chapter 9      [PERSONALITY TYPE](#)
- Chapter 10     [DESCRIPTION OF EACH PERSONALITY TYPE](#)

**Chapter 11     READING BODY LANGUAGE**

**BONUS: BODY LANGUAGE**

**Chapter 1**

**Chapter 2**

**Chapter 3**

**Chapter 4     TABLE**

**Chapter 12     HOW CAN ANYONE READ PEOPLE?**

**Chapter 13     HOW BODY LANGUAGE IMPROVE YOUR MINDSET**

**Chapter 14     HOW TO IDENTIFY A LIE? KEY BEHAVIORS THAT INDICATE  
DECEPTION**

**CONCLUSION**

**BOOK 3 HOW TO PERSUADE PEOPLE WITH DARK PSYCHOLOGY**

**INTRODUCTION**

**Chapter 1     DARK PSYCHOLOGY SECRETS**

**Chapter 2     USING MIND CONTROL**

**Chapter 3     HOW THE MIND COMMUNICATES**

**Chapter 4     THE CONSCIOUS MIND**

**THE SUBCONSCIOUS MIND**

**Chapter 5     MIND CONTROL TECHNIQUES**

**Chapter 6     BLAME, GUILT, AND SHAME**

**Chapter 7     GOOD COP, BAD COP**

**Chapter 8     PLAYING THE VICTIM**

**Chapter 9     CONSCIOUS MISREPRESENTING OF FEELINGS AND**

**THOUGHTS TO THE LEVEL OF ABSURDITY**

**Chapter 10     THE “WHITE KNIGHT”**

**Chapter 11     WAYS TO PROTECT YOURSELF FROM MIND CONTROL**

**Chapter 12     PERSUASION**

**Chapter 13     ELEMENTS OF PERSUASION**

**CONCLUSION**

**BOOK 4 DARK PSYCHOLOGY ANDMANIPULATION**

**INTRODUCTION**

**Chapter 1     MANIPULATION PSYCHOLOGY**

**Chapter 2     DARK SEDUCTION**

**Chapter 3     THE ROLE OF DEFENSE**

**CONCLUSION**

**BOOK 5 HOW TO INFLUENCE PEOPLE WITH DARK PSYCHOLOGY**

**INTRODUCTION**

**Chapter 1     HOW TO INFLUENCE PEOPLE**

**Chapter 2     THE HISTORY OF INFLUENCE**

<a href="#"><u>Chapter 3</u></a>	<a href="#"><u>THE 6+1 WEAPONS OF INFLUENCE BY DR. ROBERT</u></a>
<a href="#"><u>CIALDINI</u></a>	
<a href="#"><u>Chapter 4</u></a>	<a href="#"><u>SCARCITY</u></a>
<a href="#"><u>Chapter 5</u></a>	<a href="#"><u>SOCIAL PROOF</u></a>
<a href="#"><u>Chapter 6</u></a>	<a href="#"><u>LIKING</u></a>
<a href="#"><u>Chapter 7</u></a>	<a href="#"><u>AUTHORITY</u></a>
<a href="#"><u>Chapter 8</u></a>	<a href="#"><u>COMMITMENT AND CONSISTENCY</u></a>
<a href="#"><u>Chapter 9</u></a>	<a href="#"><u>HOW TO INFLUENCE PEOPLE TECHNIQUES</u></a>
<a href="#"><u>Chapter 10</u></a>	<a href="#"><u>PERSUASIVE PSYCHOLOGY AND INFLUENCE</u></a>
<a href="#"><u>Chapter 11</u></a>	<a href="#"><u>FIRST ASK WHAT YOU CAN DO FOR THE OTHER PERSON</u></a>
<a href="#"><u>Chapter 12</u></a>	<a href="#"><u>COMMON TECHNIQUES OF MIND CONTROL</u></a>
<a href="#"><u>Chapter 13</u></a>	<a href="#"><u>VERBAL VS NONVERBAL COMMUNICATION</u></a>
<a href="#"><u>Chapter 14</u></a>	<a href="#"><u>UTILIZE EMPOWERING NON VERBAL COMMUNICATION</u></a>
<a href="#"><u>Chapter 15</u></a>	<a href="#"><u>ZONES FOR NONVERBAL CUES</u></a>
<a href="#"><u>Chapter 16</u></a>	<a href="#"><u>DEFINING VERBAL COMMUNICATION</u></a>
<a href="#"><u>Chapter 17</u></a>	<a href="#"><u>INFLUENCE PEOPLE WITH MIND HIJACKS</u></a>
<a href="#"><u>Chapter 18</u></a>	<a href="#"><u>CASE STUDIES OF DARK PSYCHOLOGY</u></a>
<a href="#"><u>Chapter 19</u></a>	<a href="#"><u>INFLUENCE AND ITS TACTICS</u></a>
<a href="#"><u>Chapter 20</u></a>	<a href="#"><u>PERSUADING AND INFLUENCING</u></a>
<a href="#"><u>Chapter 21</u></a>	<a href="#"><u>BECOMING THE ULTIMATE EMPATHIZER</u></a>
<a href="#"><u>Chapter 22</u></a>	<a href="#"><u>DIFFERENCE BETWEEN INFLUENCE, MANIPULATION AND</u></a>
<a href="#"><u>PERSUASION</u></a>	
<a href="#"><u>Chapter 23</u></a>	<a href="#"><u>BONUS CHAPTER: 10 PSYCHOLOGY TIPS AND TRICKS TO</u></a>
<a href="#"><u>INFLUENCE ANYONE</u></a>	
<a href="#"><u>CONCLUSION</u></a>	
<a href="#"><u>BOOK 6 GASLIGHTING</u></a>	
<a href="#"><u>INTRODUCTION</u></a>	
<a href="#"><u>Chapter 1</u></a>	<a href="#"><u>THE ORIGIN OF GASLIGHTING</u></a>
<a href="#"><u>Chapter 2</u></a>	<a href="#"><u>CLASSIC GASLIGHTING TACTICS AND EFFECTS</u></a>
<a href="#"><u>Chapter 3</u></a>	<a href="#"><u>WHAT GASLIGHTING IS</u></a>
<a href="#"><u>Chapter 4</u></a>	<a href="#"><u>HOW GASLIGHTING WORKS</u></a>
<a href="#"><u>Chapter 5</u></a>	<a href="#"><u>UNDERSTANDING THE PROS AND CONS OF GASLIGHTING</u></a>
<a href="#"><u>Chapter 6</u></a>	<a href="#"><u>HOW TO SPOT A GASLIGHTER</u></a>
<a href="#"><u>Chapter 7</u></a>	<a href="#"><u>GASLIGHTING SIGNS</u></a>
<a href="#"><u>Chapter 8</u></a>	<a href="#"><u>THE SKILL OF MAKING OTHERS CONFUSED</u></a>
<a href="#"><u>Chapter 9</u></a>	<a href="#"><u>COGNITIVE DISSONANCE</u></a>
<a href="#"><u>Chapter 10</u></a>	<a href="#"><u>HOW MANIPULATION AFFECTS YOU</u></a>
<a href="#"><u>Chapter 11</u></a>	<a href="#"><u>HOW GASLIGHTING NARCISSISTS OPERATE TO MAKE</u></a>
<a href="#"><u>THEIR VICTIMS THINK THAT THEY ARE CRAZY</u></a>	

<a href="#"><u>Chapter 12</u></a>	<a href="#"><u>5 STRONG SIGNS YOU HAVE NARCISSISTIC ABUSE SYNDROME</u></a>
<a href="#"><u>Chapter 13</u></a>	<a href="#"><u>SIGNS YOU ARE BEING MANIPULATED WITH GASLIGHTING</u></a>
<a href="#"><u>Chapter 14</u></a>	<a href="#"><u>THINGS NARCISSISTS SAY DURING GASLIGHTING</u></a>
<a href="#"><u>Chapter 15</u></a>	<a href="#"><u>10 WAYS TO PROTECT YOURSELF FROM ATTRACTING A NARCISSIST</u></a>
<a href="#"><u>Chapter 16</u></a>	<a href="#"><u>EMPOWERING WAYS TO DISARM A NARCISSIST AND TAKE CONTROL</u></a>
<a href="#"><u>Chapter 17</u></a>	<a href="#"><u>THE MOST EFFECTIVE METHOD TO GET RID OF A NARCISSIST IN 5 STEPS</u></a>
<a href="#"><u>Chapter 18</u></a>	<a href="#"><u>WAYS TO STOP A DECEIVER IN THEIR TRACKS</u></a>
<a href="#"><u>Chapter 19</u></a>	<a href="#"><u>LIGHTS AND SHADOWS ON HOW NARCISSISTS USE TECHNOLOGY TOOLS NOWADAYS</u></a>
<a href="#"><u>Chapter 20</u></a>	<a href="#"><u>NARCISSISTS AND EMPATHS</u></a>
<a href="#"><u>Chapter 21</u></a>	<a href="#"><u>HOW TO STOP BEING MANIPULATED BY A DECEIVER</u></a>
<a href="#"><u>Chapter 22</u></a>	<a href="#"><u>NARCISSISTIC PERSONALITY DISORDER</u></a>
<a href="#"><u>Chapter 23</u></a>	<a href="#"><u>THE EFFECT OF TOXIC RELATIONSHIPS ON YOUR HEALTH</u></a>
<a href="#"><u>Chapter 24</u></a>	<a href="#"><u>TOXIC RELATIONSHIP RECOVERY</u></a>
<a href="#"><u>CONCLUSION</u></a>	
<a href="#"><u>BOOK 7 EMOTIONAL INTELLIGENCE AND COGNITIVE BEHAVIORAL THERAPY (CBT)</u></a>	
<a href="#"><u>INTRODUCTION</u></a>	
<a href="#"><u>SECTION 1: EMOTIONAL INTELLIGENCE</u></a>	
<a href="#"><u>Chapter 1</u></a>	<a href="#"><u>WHAT IS EMOTIONAL INTELLIGENCE</u></a>
<a href="#"><u>Chapter 2</u></a>	<a href="#"><u>THE HISTORY OF EMOTIONAL INTELLIGENCE</u></a>
<a href="#"><u>Chapter 3</u></a>	<a href="#"><u>THE PURPOSE OF EMOTIONAL INTELLIGENCE</u></a>
<a href="#"><u>Chapter 4</u></a>	<a href="#"><u>THE PILLARS OF EMOTIONAL INTELLIGENCE</u></a>
<a href="#"><u>Chapter 5</u></a>	<a href="#"><u>USING EMOTIONAL QUOTIENT TO YOUR ADVANTAGE</u></a>
<a href="#"><u>Chapter 6</u></a>	<a href="#"><u>HOW TO HANDLE YOUR EMOTIONS IN RELATIONSHIPS</u></a>
<a href="#"><u>Chapter 7</u></a>	<a href="#"><u>METHODS FOR MASTERING YOUR EMOTIONS</u></a>
<a href="#"><u>Chapter 8</u></a>	<a href="#"><u>COMMUNICATIONS SKILLS IN THE WORKPLACE</u></a>
<a href="#"><u>Chapter 9</u></a>	<a href="#"><u>SECRETS TO BUILDING HEALTHY SOCIAL RELATIONSHIPS</u></a>
<a href="#"><u>Chapter 10</u></a>	<a href="#"><u>TRICKS AND TECHNIQUES FOR OVERCOMING NEGATIVITY</u></a>
<a href="#"><u>Chapter 11</u></a>	<a href="#"><u>UNLEASH THE EMPATH IN YOU</u></a>
<a href="#"><u>Chapter 12</u></a>	<a href="#"><u>EMOTIONAL INTELLIGENCE AND THE NARCISSIST</u></a>
<a href="#"><u>Chapter 13</u></a>	<a href="#"><u>SIGNS OF EMOTIONAL ABUSE: HOW TO RECOGNIZE THE PATTERNS OF NARCISSISM, MANIPULATION, AND CONTROL IN YOUR LOVE RELATIONSHIP</u></a>

**Chapter 14**     **HOW TO SPEAK UP, SET BOUNDARIES, AND BREAK THE CYCLE OF MANIPULATION AND CONTROL WITH YOUR ABUSIVE PARTNER**

**Chapter 15**     **TOXIC RELATIONSHIPS AND FRIENDSHIPS, AS WELL AS HOW TO AVOID THEM**

**Chapter 16**     **KILLER MIND CONTROL TRICKS THAT WILL BLOW YOU AWAY**

**Chapter 17**     **WHAT IS NPD**

**Chapter 18**     **TEST WHAT YOU LEARNED**

**SECTION 2: COGNITIVE BEHAVIORAL THERAPY**

**Chapter 19**     **HISTORY OF CBT**

**Chapter 20**     **UNDERSTANDING COGNITIVE THERAPY**

**Chapter 21**     **UNDERSTANDING BEHAVIORAL THERAPY**

**Chapter 22**     **HOW DOES CBT IMPROVE YOUR DAILY LIFE**

**Chapter 23**     **COGNITIVE DISORDER**

**Chapter 24**     **WHAT IS ANXIETY**

**Chapter 25**     **WHAT IS INSOMNIA**

**Chapter 26**     **BONUS: DEFINITIVE GUIDE TO PERFECT SLEEP**

**Chapter 27**     **WHAT IS ANGER**

**Chapter 28**     **SOCIAL SKILLS**

**Chapter 29**     **Multiple Choice Quiz**

**Chapter 30**     **BONUS: EMOTIONAL INTELLIGENCE TEST**

**CONCLUSION**

**BOOK 8 DARK NLP**

**INTRODUCTION**

**Chapter 1**     **THE HISTORY OF NLP**

**Chapter 2**     **WHAT IS NLP**

**Chapter 3**     **HOW NLP WORKS**

**Chapter 4**     **NEURO-LINGUISTIC PROGRAMMING (NLP) FOR INFLUENCE**

**Chapter 5**     **THE KEYS TO NLP**

**Chapter 6**     **NLP MODELLING**

**Chapter 7**     **NLP: BASIC PRINCIPLE TO IMPROVE LIFE**

**Chapter 8**     **KNOW YOUR OUTCOME**

**Chapter 9**     **TAKE ACTION**

**Chapter 10**    **BEHAVIORAL FLEXIBILITY**

**Chapter 11**    **WHAT IS DARK NLP?**

**Chapter 12**    **NLP AND DARK PSYCHOLOGY**

**Chapter 13**    **DARK NLP TECHNIQUES**

**Chapter 14**    **ADVANCED TECHNIQUES AND SUGGESTIBILITY TESTING**

**Chapter 15**    **NLP TO CONTROL MIND**



<a href="#"><u>Chapter 16</u></a>	<a href="#"><u>HOW TO DEVELOP AN IRON-CLAD MENTALITY AGAINST PSYCHIC ATTACKS</u></a>
<a href="#"><u>Chapter 17</u></a>	<a href="#"><u>LEARNING TO READ BODY LANGUAGE</u></a>
<a href="#"><u>Chapter 18</u></a>	<a href="#"><u>STRATEGIES TO ANALYZE BODY LANGUAGE FROM HEAD TO TOE</u></a>
<a href="#"><u>Chapter 19</u></a>	<a href="#"><u>IMPROVING COMMUNICATION SKILLS</u></a>
<a href="#"><u>Chapter 20</u></a>	<a href="#"><u>MAKING EYE CONTACT</u></a>
<a href="#"><u>Chapter 21</u></a>	<a href="#"><u>LISTENING EFFECTIVELY</u></a>
<a href="#"><u>Chapter 22</u></a>	<a href="#"><u>NLP FOR A SUCCESSFUL LIFE</u></a>
<a href="#"><u>Chapter 23</u></a>	<a href="#"><u>DISSOCIATION</u></a>
<a href="#"><u>Chapter 24</u></a>	<a href="#"><u>CONTENT REFRAMING</u></a>
<a href="#"><u>Chapter 25</u></a>	<a href="#"><u>ANCHORING YOURSELF</u></a>
<a href="#"><u>Chapter 26</u></a>	<a href="#"><u>IMPORTANT NLP PRINCIPLES</u></a>
<a href="#"><u>Chapter 27</u></a>	<a href="#"><u>NLP TECHNIQUES IN MANIPULATION</u></a>
<a href="#"><u>Chapter 28</u></a>	<a href="#"><u>USE NLP FOR GREATNESS</u></a>
<a href="#"><u>Chapter 29</u></a>	<a href="#"><u>NLP IN LOVE</u></a>
<a href="#"><u>Chapter 30</u></a>	<a href="#"><u>NLP IN BUSINESS</u></a>
<a href="#"><u>Chapter 31</u></a>	<a href="#"><u>THE POSITIVE ASPECTS OF NLP</u></a>
<a href="#"><u>Chapter 32</u></a>	<a href="#"><u>NLP IN PRACTICE</u></a>
<a href="#"><u>CONCLUSION</u></a>	

**BOOK1**  
**READ AND ANALYZE**  
**PEOPLE LIKE A BOOK WITH**  
**DARK PSYCHOLOGY**

Discover Highly Effective  
Techniques to Analyze People.  
You'll Find Out all the Secrets in  
This Complete Step-by-Step  
Guide for Beginners .



# **Introduction**

Everyone has the capacity for dark thoughts and feelings, but dark psychology is a field that explores the thoughts and feelings of those who are deeply disturbed or twisted to the point of being dangerous. Those who have turned their darkness into an art form, using it to manipulate others for personal gain. This book will show you how to analyze people with dark psychology so you can avoid them, protect yourself, and help those around them.

# Symptoms

One sign of someone who has instinctual tendencies towards dark psychology is that they have an intense interest in horror movies or TV shows about serial killers, such as Dexter or The Silence of The Lambs. Another sign would be an intense interest in the occult, such as astrology, numerology, or paganism.

These signs are a clue that you could be dealing with someone naturally attracted to darkness. They may or may not be using their dark interests to manipulate others for personal gain. Some people have been heavily abused in their lives and this abuse has twisted them to the point of losing any moral compass and empathy they had. This is a different type of dark psychology than someone who has natural instincts towards darkness, but it still falls under this definition.

# **Danger**

The danger of dealing with a person with dark psychology is that they could be dangerous because of their ability to manipulate others. They can use this energy and take advantage of it in ways you wouldn't expect. These people have twisted morals and their twisted version of right and wrong is so far off that it throws the basic moral compass out the window. They will even stoop to doing grisly things, like torturing someone else because they know how to manipulate other people by doing it.

## **Protect Yourself**

By recognizing these signs, you can avoid these types of people entirely. Watch out for any person who has an intense interest in horror movies or TV shows about serial killers as a warning sign.

More importantly, if you feel like you are becoming emotionally involved with someone who has dark psychology, you need to get yourself out of the relationship immediately. You should never feel like you have to tolerate abuse from anyone, even if that person has natural instincts towards darkness.

For those who have suffered in the past and have turned that darkness into a cold-hearted determination for justice or some other good cause, there are still signs beyond an intense interest in occult activities. Notice their energy levels and how they behave towards people other than themselves. If they only care about helping others and being kind to others but don't have empathy for their fellow human beings, this is a big warning sign that they may not be entirely stable.

# How to Analyze People with Dark Psychology

The first step is to assess their dark energy level. This will help you determine how far the person has gone toward using their instincts to manipulate others. Look at how they respond and interact with everyone. Are they constantly trying to fulfill what they believe is their destiny? Or do they have a very low energy level and are not concerned with much beyond themselves or their closest friends?

This is a clue that someone who has naturally instinctual tendencies might be using those instincts to manipulate others, so some of these questions will help you gauge whether that's the case. Can they take care of themselves? Or does it seem that their energy level is low, and they need constant help from others just to stay alive?

This is another warning sign that someone with dark psychology might be manipulating you, so look at whether it's genuine. Are they constantly down on their luck and looking for help from others when it comes to financial matters? If that is the case, they will manipulate people until others begin to feel pity for them and want to help or give up their efforts. That's when they'll go in for the kill.

Another warning sign is if they want to use you to take revenge on people they believe have done them wrong. This is a person with dark psychology because revenge and manipulation are the two main tactics of this personality type. They don't really care about being moral or doing things according to established rules of conduct, nor do they have empathy for anyone else in the world.

If someone is engaging in dark psychology because they're so heavily abused that their natural instincts have been

twisted, then pay attention to how they respond when you bring up the possibility that there might be another way of handling things. If they just ignore you and go back to their dark interests, they might be dangerous.



## **Defensive**

If you are dealing with someone who has a dark psychology, don't act defensively or try to argue with them. This will only strengthen their resolve to manipulate you for personal gain. If you feel like you could be dealing with someone like this and want to take action, start by finding a way to make it clear that you do not tolerate abuse from anyone. This is the best course of action when dealing with people who have highly developed manipulative skills through years of practice and study in the area of dark psychology.

## **Human and Monster**

On the surface, it appears that there's a clear difference between someone who is positively using their dark psychology and someone who is using it for negative purposes. After all, how can you justify that one person's "dark" actions are actually helpful while the other persons are harmful?

Is it just the result that they're going for? Or is it really something more about the energy level they're pouring into their actions and the intent behind those actions?

## Positive Intentions

What is their goal, and why are they trying to manipulate others? Do they care about other people or are they only interested in helping themselves? It's hard to get through to someone with dark psychology if you can't really tell what their goal is. If you want to help them, you need to figure out if they will even be receptive to your input because some of these people just might do whatever they want, no matter what anyone else says.

They might have compassion for others, but that doesn't mean they can't use their dark psychology skills positively. Sometimes, they're able to use those skills to help other people without really hurting them. Look at their energy level when you address them about the possibility of having natural instincts toward dark psychology. If they begin to look defensive, you might want to back away and reconsider getting involved with them in any way.

The best approach is to appeal to their sense of compassion and empathy for others. Whether they have been abused or not doesn't matter. Use this as a way of connecting with someone who has dark psychology but not necessarily evil intentions behind their actions.

## Negative Intentions

Dark psychology can also be used for negative purposes if the person uses it in a negative manner. They could be using their dark psychology skills to manipulate and destroy people, or they could be using them to seek power and control over others. Recognize that this energy level can lead to some very dangerous activity. The more their instincts are twisted, the more dangerous they're likely to become in time.

When you approach someone with dark psychology, thinking that you might have common goals and interests, remember that when someone's not thinking rationally, logic won't work at all. Telling them, "So and so is harming you, so maybe you should stop it" is not going to go over well.

If someone has natural instincts toward negative dark psychology traits, then their energy level will be very low if they don't have anyone or anything to focus their attention on. They might also take advantage of other people in order to get what they want out of life. If you see signs of this, try to avoid getting involved with that person at all.

## **Final Thoughts on Dark Psychology**

When it comes down to it, dark psychology is really just a common thread that runs throughout our lives. We can use what we learn from it to help us improve the quality of relationships in our lives or to act out on negative instincts and hurt others. We do have natural instincts towards both types of behavior in different situations, so we should focus on being honest with ourselves about how we feel and why we feel that way since this will lead us toward a more positive path in life overall.

You can also help others by using your dark psychology skills for positive purposes. This will restore balance to the world and make it a better place for everyone to live in. Switching to positive dark psychology is an excellent way to go about this since you'll be helping the world instead of hurting it.

But remember, you can use dark psychology in both negative and positive ways. You can have dark traits but not act on them. You only have to discover the certain reasons for how you act on your instincts, so if you're honest with yourself about why you act that way, then you can know whether your path is right or wrong.



# **Chapter 1**

## **What Is Dark Psychology?**

Dark psychology is an umbrella term that refers to the seemingly contradictory combination of negative psychology and positive psychology, which is often used to describe the psychological concepts that are impacted by darkness and light. These nuanced concepts have some interesting examples of how they manifest in everyday life. For example, how staying up late can affect your sleep, or taking a hot shower can help you feel good after a bad day. But those are just two examples out of hundreds more that use the concept of dark versus light, so it's important for people who practice both these fields to keep them straight as they work together.

In fact, darkness and light might not exist at all and are instead meant to represent two different concepts that influence our perception of reality. Of course, the world is filled with darkness and light, as we can see in the real physical world. But the concept of light and dark are really just subjective qualities that come from our personal experiences. So even though we can't escape either concept, it appears that researchers have found ways to keep them both straight when it comes to the psychological research on how they affect our brains and bodies. So far, these fields have found some fascinating results about how darkness, lightness, or a combination of both can impact us in very specific ways. For example, darkness can have an impact on our health and perspectives, just like a night of sleep. Or it can have the same effect as a hot shower to boost our happiness.

## **Dark vs. Light Psychology**

The dark and light fields are two very different areas of psychology. The dark field is concerned with the more negative aspects of human behavior, while the light field focuses on the positive aspects. We use these terms to refer to when one or both types of psychology are influenced by darkness or light. As we have already seen in some examples above, this concept is used to describe how our perception and behavior can be impacted by both positive and negative experiences at the same time. It can refer to how darkness can make us feel better after a long day, or when we get a hot shower after a cold day.

The two concepts are also meant to help us understand our own worldview and how it is influenced by both dark and light experiences. Both dark and light affect our perception of the world, especially in a very real way. For example, dark psychology helps us understand how racism impacts the ways people see others. Dark psychology also refers to more positive aspects of light psychology, such as seeing someone smile that makes people feel better about themselves. The concept of darkness and light is meant to provide a more nuanced view of human behavior than most people have about this topic.

# Why Is Dark Psychology Important?

The concept of dark and light psychology has been used to help researchers understand the effect that darkness or light can have on various areas of psychology. This idea has also been used to help explain how we approach various issues, such as racism. The concept of dark and light is used in two ways: by psychologists, and by everyday people. For example, if you go to a party with someone you just met, they might assume that you are happier than they are because it looks like you have a good time while they seem sad. But that person might be right—it's entirely possible that you are happier than they are, but they just think that you look miserable.

This is a social psychological concept, which means it refers to how we interact with other people. But it impacts our own perceptions as well. For example, if someone sees another person who looks unhappy, they might assume that person is miserable because of the way their face looks. But sometimes, a happy-looking face can be seen as a sign of unhappiness because everyone thinks their face looks happy. This kind of misunderstanding is referred to as illusory superiority and can involve both dark and light concepts. An example of this is when someone looks unhappy, but that person actually has a great life, or someone might have a great life, but look unhappy because they are not happy about their social situation.

So the concept of dark and light psychology helps us better understand how we view other people and how we see ourselves in those people's shoes. Why? Because our perception of others can be distorted based on what we see, just like it can be distorted by our own perceptions based on what we think about other people's appearances. When it comes to dark psychology, this means understanding how



racist behavior impacts the way people see others who look different from they do. For example, if people start noticing that black people are being racially discriminated against, they might notice that black people have more problems than white people. This is true even if the black person is doing something right and there are no signs of racism in their life.

This concept is used to explain how women can be sexually harassed based on their appearance as well. The same idea comes up in movies and television shows when an attractive woman gets sexually harassed by the male character or characters throughout the show.

The same way that dark and light psychology helps us to better understand racism, so does the way we perceive our own bodies. For example, a recent study showed that schoolgirls feel more uncomfortable about their bodies when they see images of thin women on TV and in the movies. The problem is that most makeup ads and TV shows feature very thin women in unattainable ways. These unrealistic, digitally created and manipulated by computers, can make many women feel bad about themselves, which can lead to eating disorders or even worse consequences.

There are also dark and light aspects to our understanding of other people. Our sense of culture, religion, politics, and everything else we believe in can be impacted by darkness or light.

## **Dark Psychology—Race vs. Gender**

Because Dark Psychology is equally important for everyone, it can be used to better understand the dark psychological aspects of race or sex. Dark psychology helps us further understand what blindness in one area does not fully explain about human behavior.

We have to ask ourselves why race and gender are the only social constructs that we use to make certain assumptions about people.

This concept also explains how women can be sexually harassed based on their appearance in a way that does not consider the person's behavior. It helps us understand how men might start being sexually aggressive towards women when they are just trying to tell the woman she looks really nice today.

# **Contemporary Dark Psychology—Skin Color**

The concept of Dark Psychology helps explain why racism still exists in society. They might think that a person is more miserable because they look different, and this can cause them to feel like they are being unfairly treated.

Race and sex issues similar to this can also be explained by dark and light psychology concerns about how we interact with other people and our own perceptions about people's appearance.

The concept was first introduced in the late twentieth century by social psychologists, but has continued to grow over time to explain socioeconomic issues, such as racial discrimination. Basically, dark psychology helps us better understand why some people might have feelings of inferiority without having any evidence of what they are actually thinking or feeling themselves.



# **Chapter 2**

## **Overview of Dark Psychology vs. Normal Psychology**

Currently, there are many branches of psychology. One is known as Dark Psychology and this type deals more with the dark side of human nature. According to a recent interview with Dr. Jack Ketchum, he stated that "Dark Psychology is an exploration into the underground world of madness." Dark psychology is because we should study what we fear most so that we might better understand it and know how to handle it and control it.

This post will give an overview of dark psychology versus normal psychology. I'll provide some insight on a few cases where bad things happened because people were not aware and didn't address their mental issues resulting in problems for themselves or those around them.

First off, we need to understand the difference between normal psychology and dark psychology. Normal psychology is the science that deals with subjects that are considered "normal," such as personality, emotions, and mental disorders, and human motivation. It focuses on how people react to things as opposed to what they do. In normal psychology, you are not judged for your emotions or thoughts. However, in dark psychology, you are made to feel guilt for things you've done or thoughts that have floated through your head.

In general, Dark Psychology is something I would personally avoid because there's no telling who has an agenda mixed in the theory. It can range anywhere from law enforcement to sexual predators. It's best to be aware of your

surroundings and protect yourself from potentially harmful individuals. Just because someone has a degree and they seem "normal" doesn't mean they aren't hiding something.

Dark Psychology comes into play when there arise unusual circumstances that are considered morally wrong or unjustified to the mainstream society, such as what happens in violent crimes committed by specific individuals with psychopathic tendencies. In cases like these, certain information is withheld from the public until all those involved are caught to ensure that no more harm is done to the public in general. This is done to maintain the public's sense of safety and security, as well as to prevent panic from occurring.

Just because someone has a degree and they seem "normal" doesn't mean they aren't hiding something. In fact, I would trust the "monster" with some type of control over the "doctor."

Through an examination of heinous crimes, both past and present; we will be able to see how dark psychology has evolved, how it has been used in law enforcement investigations (stalking), and how it can be applied in our everyday lives for positive purposes. We will also explore real stories about people who have applied these same principles to themselves, leading to drastic changes in their own lives.

- We will begin with the basics of the human psyche.
- Background Information: Dark psychology concepts.

The following information is an outline of dark psychology concepts that have been discussed in various books and interviews:

- **Mental health issues:** There is a hierarchy of mental health issues when it comes to mental illness and disturbing circumstances. The first group of issues are those that can be controlled and remedied by social adjustment. This includes substance abuse, prescription drug use, cycling through many relationships to become numb through many failed relationships. Another issue is known as deep depression, which has a hard time being remedied by social adjustment; this is often bipolar or clinical depression. The last category is known as psychopaths and sociopaths; these are people who cannot be rehabilitated by any means, and they are wired incorrectly and are unable to be aware of this fact. They live very egocentric lives, often taking advantage of others through various means, such as physical violence or material gain.

- **Sociopath vs. psychopath:** The main difference between sociopaths and psychopaths is that sociopaths are able to feel emotions and empathize with others' emotions, but psychopaths lack those abilities. Sociopaths can be treated while psychopaths can't. There's no cure for a person to become a psychopath as the disorder comes from their DNA. A sociopath can become a psychopath if they receive proper education or mental health treatment. However, they'd still remain a sociopath rather than a psychopath.

- **Psychopaths vs. Sociopaths:** In interviews conducted with various experts, they have indicated that there are three types of psychopaths and one type of sociopath within the human framework. One type is the anticonvulsant personality disorder known as "the Jeffrey Dahmer Effect." The Dahmer Effect is based on specific disorders that are triggered through certain stimuli—while this rarely occurs, it is usually triggered through an antisocial or criminal act resulting in depression or anxiety. The second type of psychopath is the one with a genetic

predisposition that has no choice when it comes to their mental issues. They are born with the disorder. The last and most common type of psychopath is sometimes referred to as "The Devil Inside." this type of psychopath can be treated, but not necessarily changed or cured due to blocked brain receptors.

- **Psychopath:** A psychopath is defined as someone who has profound and serious emotional and behavioral deficits that are evident since childhood. A psychopath will have no capacity for remorse or guilt; he/she doesn't feel guilt over hurting someone else or even killing; they cannot relate to other people's emotions and do not know how to care about things that are important to other people. Despite this, psychopaths can mimic normal human behavior, such as shedding a tear or smile on cue. A psychopath can be diagnosed as having Antisocial Personality Disorder or APD.
- **Sociopath:** The terms sociopath and psychopath are often used interchangeably, but they are not the same thing, although there are similar traits that overlap between the two. A sociopath is basically an untreatable psychopath with a better ability to hide their true nature and intentions. A sociopath is also referred to as a psychopath with charm and is often very charming and charismatic. The main difference between the two is that sociopaths have a conscience and do not feel remorse or guilt, even when they are aware of their actions doing wrong.
- **Psychosis:** Psychosis refers to any abnormal condition of the mind causing distorted thinking, irrational beliefs, bizarre behavior, and often hallucinations. Psychosis can be caused by various factors, such as chemical imbalances or brain damage. Psychotic symptoms can range from extreme paranoia, hearing voices to believing in



conspiracy theories, and thinking that aliens are just around the corner.

- **Psychopathic behavior:** Although psychopathy is considered a mental illness, and it can be treated, many people who are psychopaths are not mentally ill. A psychopath is someone that thinks differently than most other people; they have a skewed sense of reality and often think on a grand scale rather than being able to focus on the details. Psychopaths will often seek power; they live for the thrill of taking risks that others would not even consider doing. Psychopaths thrive on other people's fear and suffering in order to feel powerful themselves. Psychopaths are not usually violent, but they will use violence to take whatever they want from people. They enjoy gaining power, which can be accomplished through manipulation or extreme persuasion. They get an emotional high from calculating the risks and rewards involved before committing a crime.

- **The psychopathic mindset:** A psychopath's main goal is to get what he/she wants, and he/she will do that at any cost. When it comes to morality, a psychopath has no concept of right or wrong; everything is black and white. They have no problem killing someone in order to obtain what they want. A psychopath will often be very intelligent, which can help when thinking about the consequences of the actions they are going to commit. A psychopath will usually be very observant and can use this skill to manipulate others into doing what they want. Due to their lack of empathy, sociopaths and psychopaths view other people as objects rather than as people with feelings and rights to privacy that are just as important as their own.

- **Signs of a psychopath:** A psychopath is often very charming or does not feel the need to charm others. They will pretend that they care about others, but in reality,

they don't care about anyone but themselves. Psychopaths and sociopaths always put themselves first, and if someone else can be used to get what they want, then they will do so without any hesitation. They are often very aggressive and angry; if someone disagrees with them or even questions them, then the person will quickly become their target. Psychopathic behavior is often masked by attempts to appear calm and happy, but once they think they have the upper hand or have you in a position where you can't defend yourself, then their true persona comes out. The psychopath is often a con artist that uses charm to manipulate people into helping them.

- **Psychopathic crimes:** Psychopaths and sociopaths don't feel remorse, which is why they commit such brutal and horrific crimes. The main goal of psychopathy is to get what they want, regardless of the consequences or how much it hurts other people. Psychopaths know that by hurting others, they can benefit themselves in some way, but this doesn't stop them from being real monsters. It makes sense that criminals with Antisocial Personality Disorder have no fear of consequences or punishment, as it is the one thing that drives them to commit their crimes without any hesitation.
- **Psychopaths in relationships:** Psychopaths are very hard to spot, as they have excellent manipulation skills. It is often the case that the people close to a psychopath can't believe that he/she is one, yet they feel a strong emotional pull toward them. They also enjoy making others believe that they are quite intelligent when in reality they know that others would not want to admit it if they knew how stupid their psychopathic partner really is.



# **Chapter 3**

## **Why Dark Psychology Is an Innate Part of Who We Are As Humans—How to Exploit It to Your Advantage**

**P** psychology has always been the science of studying human behavior. Humans are complex creatures, and unlike other animals, it is impossible to study them in a controlled environment. Combining this with the intoxicating power of psychology has always proved to be an effective way for people to manipulate others in order to get what they want out of them: from donations to election campaigns, this form of persuasion is incredibly useful for those who understand how it works. However, while these methods can often change or influence your worldview, leave you feeling scared and vulnerable rather than empowered and confident; they are also not what psychology should actually be about.

Dark Psychology, common in modern times, appeals to those needing power and control over others and is based on fear, rather than strength and confidence. It is a form of manipulation that exploits the innate neurotic tendencies most people have to get them to act in a way that benefits the person manipulating them. Dark Psychology may play on these tendencies against you without your knowledge or consent.

Examples of Dark Psychology techniques include:

**1. Identifying your weaknesses:** This can be done through reverse psychology, verbal subliminal persuasion and other psychological means.

**2. Overwhelming you with negativity, fear and uncertainty:** Your brain is more receptive to negative experiences than positive ones; it is easier to scare you or make you feel low than it is to make you feel good. Fear can be used to control others because most people don't want to feel that way.

**3. Playing on your unconscious mind:** Much of your thinking happens on a subconscious level. It's easy for other people to access these thoughts and manipulate them to their own ends without you realizing it, as they will seem like your own thoughts.

**4. Creating a divide:** By creating a sense of "us and them," it becomes easy to exploit negative reactions in others, whether it is between races, political groups, or even family groups. This can be speeded up by creating a sense of superiority over others.

**5. Organizing your environment:** Sometimes you have to get someone to do what you want for it to happen; if you are trying to influence someone's behavior, it is important for them to feel as though they have the opportunity and are presented with the choice. However, once they take advantage of that opportunity, they will feel responsible for that decision, making it easier for them to agree with requests which follow their initial decision.

Dark Psychology is the study of how to manipulate others using their own weaknesses; it can be used for good purposes—like making them more efficient at work, or leading them towards better health choices—but can also be used for more sinister reasons, like manipulating elections and turn people against each other.

So far, the only thing we have been able to determine about Dark Psychology is that it exists and has a powerful effect on human behavior. Therefore, we must learn how to manage the effects of Dark Psychology in order to benefit from it without having our own behavior influenced by it.

This means that we are not only made up of our conscious and subconscious, but also of all the unconscious thought processes and motivations which govern our behavior. When it comes to motivation, we all instinctively know the difference between good and bad reasons for doing something; however, this does not mean there aren't any risky situations where we will act irrationally.

The effects of Dark Psychology are most powerful in these situations where there are risky situations; therefore, by understanding how risk affects us and how this can be manipulated against us, we will have the information we need to prevent Dark Psychology from influencing our behavior.

One of the easiest ways to affect people's perceptions is through their emotions. Emotions have an extreme effect on our perception of the world around us. If we feel negative emotions, we will perceive the world negatively, and if we feel happy, positive emotions, we will see the world positively.

When it comes to Dark Psychology, you will notice this in situations where people are emotionally manipulated in order to change their behavior. For example, if someone is told that something is dangerous, and they feel threatened, they will unconsciously respond by trying to avoid the danger. By manipulating negative emotions, you can make someone believe they are safe when, in reality, things are dangerous; this kind of manipulation is used in many ways: in journalism, or during political campaigns, but also by

parents who try to control their children's behavior through fear tactics.

Even if you want to use positive emotional manipulation rather than negative ones when trying to influence people's behavior, there are still risks involved. Positive emotions can be seen as manipulative if they get used too much.

The key is to be able to manipulate people's emotions effectively because, if you don't know how, it's easy for them to be manipulated by others who know-how. You just have to make sure that they are your own intentions and not those of someone else.

This is a technique where pictures are shown to people in order to influence them subconsciously. The creators of this technique have found that carefully chosen images can be used to put someone in a good mood or cause them to feel sad.

However, the most effective use of subliminal persuasion is seen in advertising and political campaigns, which are often based on emotional manipulation. This means it can be used effectively to influence people's behavior without them being able to see the manipulation coming and, at the same time, without having to spend much time trying to get them to think the way you want.

Of course, this kind of manipulation is also one of the least reliable; only people who are familiar with subliminal persuasion and how it works know how effective or not it is, as well as if there are ways you can use it against yourself or manipulate your own subconscious intentions instead of those of someone else.

The key is to be aware if you are being manipulated and to avoid falling into the trap. This means that when making decisions, you must first consider whether the reasons you

think are genuine or whether you just want something else. People's consciousness is also quite easily influenced by their emotions as well as by what they see. If someone doesn't want to do a particular activity, then he/she will often engage in it uncontrollably in order to avoid having his/her motivation questioned or even attacked.

This is one of the reasons why, after a negative experience, we may find it difficult to trust people again. This means that if you want to stop someone from spreading a particular message, manipulating their emotions, or giving them the impression that something is dangerous, then keeping an eye on people's reactions could be useful.

The key to using manipulation effectively is to be careful because if it doesn't work, then it's also easy for people to see through it. Beware of this kind of manipulation because it's very difficult to stop if you're not careful. If things feel wrong, don't ignore them; instead, check out what is really going on and try to figure out how your emotions have been influenced without trying to hide them.

Even if a person thinks they are safe, they may still be feeling manipulated if they find something which makes them afraid or angry despite their intentions being completely genuine.





# **Chapter 4**

## **Analyzing and Understanding Body Language and Behaviors**

Body language is a form of communication that we cannot control; it is involuntary and unconscious. Psychologists have been analyzing nonverbal behaviors for decades, and various experts have contributed to body language studies. In order to understand dark psychology, it is important to recognize the nonverbal cues that people give off because they are often indicative of psychological disorders or personality traits.

Physical cues are subtle movements that people make with their bodies to communicate with others. As people communicate with each other, they do so through body language. The postures that people adopt and the gestures they make reveal much about a person's character.

Despite the fact that body language is important, another significant aspect of dark psychology is facial expressions. It would be difficult to understand a person merely by watching the way he/she walks; however, facial expressions can reveal a lot about a person's thoughts and feelings. Facial expressions are unique in every way because it is easier for us to identify faces than it is to identify any other part of the human body.

Psychologists have devised several theories about facial expressions. Charles Darwin was an English naturalist who proposed the theory of evolution in 1872. He believed that humans descended from advanced primates and that facial expressions were instinctive and universal, meaning that

everyone uses the same facial expressions to convey the same thoughts and feelings.

This theory has become known as the "Darwinian Theory." One of Darwin's colleagues, Dr. Paul Ekman, a psychologist at the University of California in San Francisco, has conducted extensive research on facial expressions.

Dr. Eckman has proposed the "Neural Theory," which states that faces are composed of many muscles, and each muscle expresses a different emotional feeling. He also believes that people have inherited these emotions; nevertheless, facial expressions are not universal because cultural differences influence the way people perceive nonverbal communication.

However, an American psychologist named Dr. William Condon entered the field of dark psychology with a novel idea about facial expressions. Dr. Condon observed newborn babies and noticed that they exhibited certain facial expressions in response to certain stimuli (e.g., if a light was shown to their faces, they would frown). He concluded that facial expressions are not innate but rather learned behaviors.

Dr. Condon also noticed that, as people grow older, they tend to lose facial expressions in response to certain stimuli (e.g., if a light was shown to their faces, they would only frown). He called this "emotional plasticity," and it has been determined that facial expressions result from learning experiences.

Mental cues are characteristics of a person's mind that can be detected through nonverbal communication. One example of mental cues is a person's thoughts. It is believed that we automatically process information through our minds and that we, therefore, have a tendency to reveal our

thoughts when communicating with others. Let us consider the following example:

- Person A says something to the effect of "I forgot your birthday. I'm sorry to have let you down."
- Person B says something to the effect of "I appreciate your concern. I am not upset."

In this example, Person A has revealed his thoughts through nonverbal communication, whereas Person B has concealed her thoughts. The preceding dialogues indicate that a person's thoughts can sometimes be deciphered through nonverbal communication.

Psychologists have developed the theory of "thought transference," which states that our minds are connected to others' minds and that we are able to transmit our thoughts depending on how we communicate with others. It also holds that we will adopt the same mindset as the person with whom we communicate.

People often react in a certain way if they think that someone is angry or upset with them. This is known as "micro-expressing." Our subconsciousness processes information through our minds, and it is, therefore, able to detect subtle feelings of anger that people do not express verbally. Micro-expressing happens unconsciously; therefore, it does not necessarily convey a person's true thoughts and feelings but instead reveals the person's mental state. It is important to understand how dark nonverbal communication works so that one can correctly decode others' psychological states.

Psychologists have also developed the "Vicarious Trauma Scale," which helps viewers understand how certain individuals are feeling based on nonverbal cues.

The following are the categories of nonverbal communication that Dr. Herman took into consideration when developing this scale:

- 1. Isolation:** A perpetrator will isolate his/her victim from other sources of emotional support.
- 2. Interruption:** The perpetrator will interrupt the victim's or other individual's communication.
- 3. Silence:** The perpetrator will use silence to make a victim feel insignificant.
- 4. Manipulation:** The perpetrator will use lies and other tactics to manipulate the victim into believing that he/she is wrong and that the perpetrator is right.
- 5. Imposition of reality:** The perpetrator will impose his/her reality onto the victim.
- 6. Trivialization:** The perpetrator will trivialize the victim's emotions and experiences in order to provide justifications for his/her violence.
- 7. Blame shifting:** The perpetrator will blame others for his/her actions, claiming that he/she is never at fault.
- 8. Gangsta affect:** The perpetrator will display an exaggerated sense of pride, arrogance, or other signs of ego to signify dominance.
- 9. Social withdrawal:** The perpetrator will isolate him/herself from others and perform antisocial behavior to keep others away.
- 10. Covert acting out:** The perpetrator will covertly express his/her anger and negative feelings through substance abuse, violence, destruction of property, etc.
- 11. Stalking:** The perpetrator will consistently follow the victim for a long period in order to maintain a constant presence.

**12. Body demeaning:** The perpetrator will exhibit physical acts of violence against the victim, such as punching, kicking, shoving, or pinching.

If we observe a situation in which the following nonverbal cues occur, we will be able to conclude that the perpetrator is behaving in a certain way:

1. The perpetrator is isolated from other people and social situations.
2. The perpetrator will interrupt the victim's communication.
3. The victim exhibits nervousness, distress, or terror.
4. The victim exhibits fear of being alone.
5. The victim does not initiate physical contact.
6. The victim makes excuses when he/she attempts to initiate physical contact with the perpetrator.
7. The perpetrator is hostile towards others, and he/she may attempt to attack others who are close to the victim, such as family members, roommates, etc.
8. The victim exhibits nervousness or fear when he/she meets others.
9. The victim is nervous when thinking about the perpetrator, and the victim expects that the perpetrator will show up at his/her residence or workplace.
10. The perpetrator is irritable or angry towards others.
11. The perpetrator has a strong desire to provoke the victim into an argument.
12. The perpetrator demonstrates jealous and possessive behavior.
13. The victim perceives that a third party may be involved in the relationship.

14. The victim perceives that the perpetrator may be planning to kill him/herself or others around them.
15. The victim perceives that the perpetrator may attempt to kill him/herself, others around them, or commit suicide.
16. The victim perceives that he/she may be kidnapped by the perpetrator.
17. The victim perceives that he/she may be kidnapped by another individual and taken to the perpetrator.
18. The victim perceives that he/she is being stalked by the perpetrator.
19. The victim's close family members and friends perceive that something is wrong with the relationship between him/her and his/her partner.
20. Friends and family members believe that there are red flags in the relationship between the victim and his/her partner.
21. Friends and family members tell the victim that they need to break up with his/her partner.
22. Friends and family members ask the victim if he/she is being abused by his/her partner.
23. Partner constantly wants to know where the victim is at, who he/she is talking to, or what he/she is doing at all times.
24. Partner removes the victim from social situations so that he/she will not have any support.
25. If we do not understand these types of nonverbal communication, then we may be unable to analyze a situation in which intimate partner violence occurs.

Dr. Albert Mehrabian stated that 93 percent of the meaning communicated through facial expressions is achieved

through nonverbal communication cues. He also stated that 55 percent of the meaning communicated through gestures is achieved through nonverbal communication cues. This percentage varies for different cultures, and it ranges from 35 percent to 65 percent for North Americans, depending on the context of the situation.

In fact, gestures are more frequently used during verbal communication when compared with other cultures. For example, one study showed that participants from Boston gestured more frequently than participants from France or Japan during verbal communication. Dr. Albert Mehrabian also found that there were differences in nonverbal communication between certain social groups and people of different ages as well. Nonverbal communication is important for understanding a variety of interpersonal behaviors, but nonverbal communication can also be used to express emotions.

Body language has been studied as being a factor in how we are perceived by others. Researchers have found that certain body movements can affect the way people perceive us and how we view each other. In fact, there are certain configurations that particular cultures find more acceptable than others when it comes to body language during a conversation.

Gestures are another nonverbal expression of emotion that can influence the way we are perceived by others and how we perceive them. Gestures help develop rapport with others and, therefore, can be used to develop and support relationships. Different gestures represent different emotions, such as a wave representing happiness or a thumbs-up gesture representing approval. You can also use gestures to affirm what someone is saying; for example, you might nod your head when they say something you agree



with or give them “the look” if you do not like what they are saying.



# **Chapter 5**

## **Why Analyze People**

Not all of us are born with a sunnier disposition than our neighbors. The majority of us have some darkness to them, and we can learn more about ourselves by identifying this shadow side. According to Jungian psychology, healthy people have both light and dark personalities in their psyche. Understanding these two aspects is important for growth and learning how to live well with one another in society.

To fully understand the person, find out what it means to be alive, you have to delve into the darkness that they keep caged inside where no one can see it. This is done through the art of psychoanalyzing.

Keep in mind that keeping this side of you is healthy and natural, but when left to fester and be the only side you show, it can lead to negative consequences on your relationships and psyche. If you can find a way to integrate your dark side into daily living without sacrificing your positive values and integrity, then you are well on your way to becoming a more complete person.

# What Is Dark Psychology?

To understand the concept of dark psychology, let's first talk about dim-psyche. This simply means someone who lives in their own world without considering what impact his/her actions will have on others around them. Dim-psyche can be very self-absorbed, and they usually live in denial or have a distorted view of reality. These individuals do not have many close ties or relationships and find it hard to let others in. They are usually very isolated, pessimistic, distrustful, suspicious, and unfriendly.

The dark side of someone is what they do when their basic instincts and desires take over without regard for society's rules. To nurture this side of the self is both unhealthy and dangerous. Dark psychology is about not only recognizing this aspect of yourself but also making sure that you use it to your advantage without hurting anyone else. The only way to do this is to understand the dark side of your psyche and then integrate it with your conscious mind.

This means that we should be able to access our dark sides without feeling ashamed or guilty for using them. Since we know that our basic instincts and desires are natural, fear is not a good motivator, since it does not support growth. When the positive aspects are used in conjunction with the negative, rather than repressing them, there is more balance in the self, allowing healthier behavior to emerge. It can also help us remain sane by helping us become more aware of our own strengths and weaknesses.

# **The Dark Side of You**

A lot of times, we do not want to accept that dark part of us, and this can cause us to have distorted views of ourselves. This means that you are the ideal person who does everything right and can never offend anyone. When someone points out your mistakes or negative behavior, they risk being seen as unrighteous or too judgmental. However, it is important to realize that there are justified reasons for doing so.

The dark side of you is that aspect of your personality that is not always in harmony with everyone else, but you should not regret it. It should be embraced and integrated in a way where it makes you a better person. Feelings of guilt or shame are not healthy because they do not encourage growth, and they can block out anything related to the unconscious mind.

To better understand this concept (though it is both a gift and a curse), we have to examine the Id, ego, and superego aspects of the psyche. We all have these three aspects inside of us that are constantly at war with one another. The id is a part of us that is unconditionally driven, but it does not see the world through rational thought. It is also known as the subconscious mind, and its behavior can be described as out of control.

The ego uses logic and reason to evaluate situations and its own thoughts, but its primary focus is on survival and getting things done. If it thinks you are in danger, the ego will try to protect itself at all costs. When you think about these events, the ego will have a different reaction than the id. You come to realize that your friend was married to someone else and had problems dealing with his feelings for his wife and not you. The ego also can judge itself, and it

will always be on guard for its own mistakes or shortcomings. It is important to understand that this means that it can be a healthy or unhealthy part of your personality since you can learn from them, but also use them as a way to sabotage yourself.

The superego is the part of your psyche that is responsible for what we consider morality. It develops from childhood, and it's built by what we have experienced throughout our lives. It is very hard to change the superego, but it does not mean that we cannot. When we are too young, our minds see morals as black and white instead of gray. However, as you grow older, there are a lot more gray areas where you have to make decisions that affect other people. This part of your psyche can also be used for judging yourself as an individual versus the group.

In general, the id is in charge of your instincts and desires which are usually totally opposed to how we think they should be; but there is also something very appealing about this side of you that wants you to survive at all costs. It is the part that wants to eat when you are hungry, to fight when you are threatened, and it prevents you from doing things you do not want to do. These behaviors may cause you a lot of pain, but they can be very useful in many situations.

The superego is the part of your psyche that criticizes your behavior and tells you what you should be. This part works with our emotions, and it can relate to our memories from childhood. It is very hard for people to change their superego because it is so deeply ingrained into who they are as individuals. The superego is constantly comparing your behavior to that of others and if you are not the same as them, it will judge you and tell you that you cannot or should not do what you want to do.

The ego is the portion of your psyche that thinks it can manage both. It tries to keep everything in balance by being realistic about whether something can be done without causing disaster. The ego tries to listen to both your id and superego in order to reach a fair decision. Basically, it is the part of you that is aware of reality at all times, and it interprets situations through logic instead of instinct, making decisions based on what would be most beneficial for everyone involved.

The dark side of you is your id and superego, and it goes against the values that the ego holds. It has a hard time seeing that it's not okay to be selfish or immoral, but the reason why we have these parts of ourselves is to remind us when we are thinking or acting in ways that are not acceptable because our ego has forgotten. An example of this could be: Your best friend tells you she has cancer and needs help with her bills, so you ask her why she does not get a second job as a waitress. This seems like a logical request since her husband does not work, but then the guilt comes in when you realize that your friend may lose her hair through chemotherapy. There is a big difference between being truthful and being judgmental.

The dark side of you can be controlled by integrating it with the light. The more you understand why you do certain things, the better your mental health will be. It is getting in touch with your unconscious mind and listening to it that allows you to be more aware of who you are as an individual.

The key to dealing with these aspects of yourself is to be able to acknowledge them without being judgmental. If you have trouble accepting this part of yourself, then you may want to be honest with yourself about the struggles you have in certain situations. When you realize that your unconscious mind has a voice too, then it becomes easier

for you to listen to what it has to say. Sometimes the ego will tell us our intentions are wrong without even realizing it, and this can cause problems when we act on them. For example, I go out drinking every weekend and do not work because I think I am an irresponsible person. This is true because I get too drunk often and wake up not remembering what happened last night. However, the ego feels betrayed when I do not give it a chance. When you are able to stop and ask yourself why you were acting the way you did, then you can be open to correcting yourself.





# **Chapter 6**

## **How to Analyze People**

Dark psychology refers to the psychological profile of individuals with psychopathic and antisocial traits. Typically, dark personalities are more concerned about success, power, and prestige. They psychically over-sensitize themselves to others and can be considered more aggressive than someone without dark personality tendencies. Because of their sociopathic behavior such as lying, cheating, or stealing, these individuals are often shunned from society due to the negative personality traits that make them difficult for people to get along with. As a result of this, they live a life of loneliness or isolation where they feel powerless in society even when brilliant people have both social skills and higher intelligence.

Almond et al. (1998) conducted a study in which they looked at the development of extreme individualism as a result of high testosterone levels in men's brains. If you are a man with high levels of testosterone, this will get you labeled a "dark personality." Dark personalities are characterized by an inability to empathize with others and an over-sensitivity to the social context that hinders their ability to form meaningful relationships or social bonds. In order to understand their behavior, individuals with dark personality tendencies will work on learning how to manipulate others to achieve their goals, regardless of the negative consequences that may arise from doing so.

In a study conducted by Archer, Gibbons, and Masson (1988), they looked at the psychometric profile of a group of men who were referred to as "successful psychopaths." Although the research was conducted in the early 70s, this is still an important study where it shows the importance of

psychometrics when trying to understand people with psychopathic tendencies. Despite being called "successful" psychopaths, these men do not feel comfortable in society, as they are shunned from it and live a life of isolation. Their social skills are incredibly poor as they have no idea how to interact with others in real life or understand what others are feeling. In addition to this, their social skills are so poor they find it hard to get along with others. Their inability to empathize with others can often make them arrogantly self-centered and give off the impression of a conceited psychopath.

In contrast, the most common traits in individuals with dark personality tendencies are an inability to sympathize or empathize with others, creating an impression of being timid and awkward in social situations. They can appear as a hyper-sensitive person who constantly becomes paranoid about any possible dangers lurking around them like poverty or crime. They tend not to be able to control their emotions and may act out in typical adolescent ways, like acting out or displaying hostility towards peers during childhood development stages. They may display aggressive tendencies that tend to make them look like an angry person.

Psychological studies of individuals with dark personality tendencies show that their inability to empathize with others can often result in a heightened sense of paranoia or a hypersensitivity to fear, which can cause anxiety, depression, and a host of other psychological problems. In addition to this, they are generally unable to control their emotions and tend to display aggressive behavior, especially if they are under the influence of alcohol or drugs. This can cause the attention-seeking behavior that typically comes with an antisocial personality disorder (Axis II) as well as the symptoms associated with narcissistic personality

disorder (NPD). The most common symptoms associated with NPD include:

- An inflated sense of self-importance.
- Grandiose sense of self-importance that is typically unwarranted or unverifiable.
- Extreme need for admiration and attention at all times, including an inability to return favors.
- A tendency to take advantage of others through devious means or acts such as lying, manipulation, etc.

The power behind dark psychology is its ability to allow the individual to gain a better understanding of how another person's mind works and how they think about things. It allows those who are on the receiving end of dark psychology to see underneath the surface and get a glimpse into the real personality traits that lie beneath. Furthermore, it can be used to understand people in a variety of contexts, from people you work with at your job to people you interact with in your everyday life. If you are interested in analyzing someone, there are several different ways that one can go about learning how to analyze people:

## **Step 1—Learn Basic Psychology**

If you want to learn how to analyze someone correctly and accurately, it is important that you understand basic psychology. Psychology is the scientific study of human behavior and the mechanics associated with them. In order to learn how someone thinks or perceives things, it is generally suggested that you describe their thoughts and actions descriptively without inferring any personal value judgments on them.

If you are trying to analyze someone, you should avoid making assumptions about them. A good rule of thumb is to always assume that a person's behavior is caused by internal factors and not external factors such as their environment, society, or other people. You must avoid making any form of value judgments about them, as this will only cloud your judgment and make it harder for you to think logically. For example, if a person is very argumentative, it can be easy to jump to the conclusion that they are a bad person. However, this may not be the case. Perhaps an argumentative nature comes from being raised by extremely critical parents or peers who made them feel like they were never good enough and never did anything right. This can be difficult to accept at first, but it could be a possible explanation.

## **Step 2—Establish Context**

Before you can start analyzing a person, it is important to establish context. You must ask yourself what the situation surrounding the individual is and how they are feeling within it. Things such as what an individual sees on television, whether they have finished their homework or if they love or hate something can all factor into your assessment of their character. Another important factor is to know what an individual has had to eat. If someone has been eating, you will need to take this into account as well in your assessment of them.

## Step 3—Ask questions

When analyzing someone, the best effective strategy is often acting as a detective and asking questions instead of making statements. For instance, when working with people in a team setting such as at work or at school, it can be useful to ask several people about their friend's personality. By asking different people about their friend's personalities, different aspects can be observed that can contribute towards your understanding of their character. For example:

- **Person A's Friend:** "He is very shy."
- **Person B's Friend:** "No, he is friendly."
- **Person C's Friend:** "No, he won't talk to me at all."
- By asking questions rather than assuming things about people, you can receive more accurate and useful information regarding their character.

## **Step 4—Observe Behavior Patterns**

Once you have established context, it is time to observe the behavior patterns that cause a person's thoughts and actions. Observe how they look, where they go, and what they do. If possible, begin by observing them in their natural environments, such as watching them on television or listening to them in real-life situations. Doing this will allow you to observe any patterns in their behavior that you can use to draw a logical conclusion about their character. Also, observe how they talk as well. Someone's voice can reveal a lot about how they think and feel about certain topics.



## **Step 5—Interpret**

This is the final step in analyzing someone, and it involves drawing logical conclusions from all the information that you have gathered. Interpretation involves making your own assumptions about a person's thoughts and behaviors based on your training and knowledge of psychology. It is recommended that you avoid drawing any type of value judgments, as this can cause confusion in your judgment and make it harder for you to assess people.

## **Step 6—Know How to Read Body Language**

Watch a movie or a clip-on television with people interacting in different settings and see how their body language changes depending on the situation. Also, check out YouTube videos that go over different body language tactics in detail. Anyone can learn how to analyze people with practice, but you must be consistent and make sure you are always making observations about people for you to get better at understanding them and their thought patterns. Soon, the analytical process will become second-nature, and analyzing others will be easier than ever before.

The above information is only the tip of the iceberg when it comes to body language and analyzing people. I have information that can literally make you an expert on body language and ensure that you never get stumped when trying to keep a conversation going with someone.

# **Chapter 7**

## **When Analyzing People**

When analyzing people with dark psychology, there are three types.

The first class is those who simply need to vent their negativity. They are a little bit more prone to depression and sadness and need someone to talk with that will be open-minded enough about their problems.

The second type of dark psychology individuals may have a disorder that needs to be diagnosed by a professional, such as schizophrenia or another form of psychosis in the Diagnostic and Statistical Manual of Mental Disorders (DSM-5). These people generally have few friends because they retreat into themselves, but they can often hold down steady jobs.

The third type is made up of those who want power over others with abusive behavior or thoughts like murder fantasies. They are the ones who need to be in a medical facility.

It is important to be able to analyze the person, whether they are simply sad or if they need mental help. It can be difficult sometimes, but it is important because some of these people may pose a great danger to society if left untreated. They need professional help in order to learn how to control their thoughts and feelings.

Here are five steps to analyze people with dark psychology:

1. Find out what makes them happy or unhappy, depressed or ecstatic. Look for warning signs such as changes in their personality and speech, and any drastic

changes in weight, height, or other details that may let you know if they are suffering from illness such as schizophrenia.

2. You will need to get to the bottom of why they are thinking and feeling a certain way. If you can find out why, you may be able to suggest ways for them to help themselves.

3. List what bad things they have done in the past and present. This will help you determine if this person could be dangerous to society. The last thing people want is for a healthy person who is just going through a hard time to hurt someone else or themselves because they have never had anyone in their lives that could analyze the dark psychology of their behavior before.

4. Try not to judge them too quickly, but just wait to learn more about what makes your friend or loved one dangerous before assuming. More often than not, people with dark psychology are hurting or depressed, and they just need some help from a friend.

5. If the person has done something criminal, get professional help right away because it will be much harder to get them to talk about their problems if they feel like you have turned on them. This could be even more dangerous in the long run.

It is often considered synonymous with the term sociopathy. Psychopaths are also often referred to as psychopaths, sociopaths, and psychopathy-prone individuals. As of 2012, psychopathy has been the fifth most common personality disorder in the United States.

However, the World Health Organization created the "Antisocial Personality Disorder" (ASPD) diagnosis in 1990. Some clinicians refer to people with ASPD as "psychopaths," but many others do not use the terms interchangeably. The

DSM-5 imprecisely defines psychopathy by having three characteristics that occur independently of one another:

- Shows a lack of empathy and remorse.
- It is deceitful and manipulative (lack of conscience).

Several alternative conceptualizations of psychopathy have been proposed. Cooke and Michie (2001) developed a widely used measure, the Psychopathy Checklist-Revised (PCL-R), which is based on Hare's conceptualization of psychopathy, defined largely by interpersonal and affective characteristics without significant parallels to psychosis. The PCL-R is widely used in clinical psychology and psychiatry, although there are some significant concerns about it.

Despite these concerns, the PCL-R is still considered the industry standard diagnostic tool for psychopathic traits. Some studies have suggested that other definitions of psychopathy may be more accurate than Hare's, but they have not been widely adopted.

Even less well-defined than psychopathy are terms such as antisocial personality disorder and sociopathy. An antisocial personality disorder is a psychological diagnosis that "reflects an individual's general disregard for the well-being of others and a consistent pattern of behavior that violates social norms and often involves criminal behavior," whereas sociopathy refers to what Hare called "callous-unemotional traits" (referred to as "lack of empathy" in the DSM). Psychopathy is an antisocial personality disorder characterized by persistent antisocial behavior, diminished empathy and remorse, and disinhibition. A diagnosis of conduct disorder also is made.

A subset of youths with conduct disorder has marked psychosocial impairment, often with early-onset and chronic

persistence. This subset may be at especially high risk for later development of adult psychopathy. Research indicates that these two groups differ in their response to treatment, criminal and antisocial outcomes, and brain structure. The results indicate that there are specific traits that predict later psychopathic behavior. Early-onset CD "may be particularly associated with a greater likelihood of overall crime and antisocial behavior, whereas late-onset CD is linked to a greater likelihood of substance use disorder." These findings suggest that early age at onset of conduct disorder may be correlated with less severe psychopathic behaviors, whereas an adolescent age at onset of conduct disorder may contribute to more severe psychopathic behaviors in adulthood.

The American Psychiatric Association does not use the term psychopathy but has created a different diagnosis that includes some of the same symptoms as antisocial personality disorder as well as additional criteria. These additional criteria include superficial charm, grandiosity, need for stimulation, and proneness to boredom. In addition to these traits, persons with histrionic personality disorder are also impulsive and are often manipulators or demagogues. A histrionic personality disorder is sometimes referred to as "sociopath" by laypersons, but this is a mistake.

Adults who have never previously been diagnosed with major mental disorders or who have only very mild symptoms of a disorder may meet the criteria for a personality disorder. For example, they may be described as "ineffective," "difficult to work with," or "arrogant." Just because you do not suffer from these symptoms, it does not mean that they do not apply to you. Because you are not incapable of showing reasonable emotion, it does not mean that you cannot also have other emotional and/or

intellectual weaknesses. Just as we who have had previous diagnoses can be vulnerable in relationships in certain ways, so too those who are new to the diagnostic system can be vulnerable in relationships, but this vulnerability will probably manifest itself differently. It can be very useful to work with a therapist or other trained professional who can work with you and identify these differences, what they mean, what actions to take, and how they will affect your life over time.





# **Chapter 8**

## **Personality Type**

People with dark psychology are not considered to be the most social, outgoing individuals, preferring to keep to themselves. They often see themselves as being in an unstable position and feel that they are at risk of losing what little control they have over their lives. They may see their life circumstances as unfair and, as a result, take out much of their frustration on others. The underlying causes of these feelings can stem from anything from role models who weren't fulfilling and mothers who weren't very loving during childhood. Never learning how or why not receiving praise for good behaviors would reinforce the behavior or stop it altogether.

There is no way to determine what caused this type of personality without actually meeting them. However, some common traits can be seen in them as they mature:

- Dark personalities may have difficulty forming attachments to others due to trust issues. They may begin to feel that people are untrustworthy and will exploit this fact for their own gain. Even when they do form relationships with others, they may attempt to manipulate them and their actions towards a specific end. This type of behavior on the part of the dark personality would create an unstable relationship, resulting in separation or hatred from the object of this manipulation.
- People with dark psychology commonly have lower self-esteem. They are likely to have undergone much pain in their lives and failed to learn that they are worthy of love. As a result, they may see themselves as worthless, or at least powerless. This sense of worthlessness may drive

them to do things that they wouldn't normally do and may cause them to experience guilt for things that other less aggressive personalities would not if they were put in the same situation.

- They are commonly misunderstood by their peers due to being defensive and secretive about their thoughts and feelings. Their behavior can also be perceived as hostile because of these same reasons; however, not all people with dark psychology are violent or prone to violence. The most common extreme of this type of psychology is a psychopath, characterized by being cold, distant, and lacking empathy for others.
- These individuals are often referred to as anti-social because they enjoy being alone and can develop serious mental disorders if they do not spend time alone. They may feel that there is something wrong with them since they do not experience the same feelings of enjoyment from hanging out with others as other people do, spending more time on their own. This sometimes stems from a lack of parentally attention when young or failing to understand when to trust your feelings and when not to trust them. They can develop an anti-social personality disorder where they feel like other people only mean them harm and will use them for their own gain. They will often hide their true feelings and refuse to reveal their anxieties, receiving no support at all from others, which may lead to a lack of soul connection.

# **What Is Personality?**

Personality is an individual's peculiarities of mental character, temperament, and behavior. It is defined as the observable traits and tendencies found in one's social interactions (Merriam-Webster). Individual personality can be split up into two types: introverted or extroverted. The introvert follows a diet that consists mainly of vegetables, while the extrovert enjoys a meatier diet with more carbs and proteins.

An introvert finds solace in being alone, while an extrovert needs company to feel fulfilled. Introverts are often not very good at talking to people they don't know or those who are strangers; they prefer to listen before they speak. An extrovert, on the other hand, is quite the opposite. An extrovert will usually listen to what others have to say before speaking and will also enjoy being in groups of people. This is because they normally like to hear what everyone has to say before they make their point.

## **Why Personality Matters?**

Everyone has a personality, we all know it. Personality can influence our ability to be accepted or rejected by our peers. Everyone has their likes and dislikes, but it isn't until those preferences become extreme that they can have an impact on a person's social standing. Personality is also important because of how society responds to people based on their personality and sense of humor. It is important to recognize our personality type so we know how to deal with those around us and to even be able to benefit from it.

# Myers-Briggs Type Indicators

Myers-Briggs type indicators, or MBTI, is a personality test created by Katharine Cook Briggs and her daughter Isabel Briggs Myers. It's used to measure psychological differences in how people perceive the world and make decisions.

The results of the MBTI test are mapped onto four dimensions, represented as letters: Extraversion (E) or Introversion (I), Sensing (S) or Intuition (N), Thinking (T) or Feeling (F), and Judging (J) or Perceiving (P). Once these letters are determined, they are put together to form a four-letter type; for example, ISTJ.

It is widely used in schools, businesses, and the military, and is popular among fans of psychology and personality. The test is believed to be accurate because it uses the Jungian theory to explain the way people think. The theory states that we have two main modes for perceiving information: Sensing and Intuition.

## Identifying Personality Types

One of the first steps in understanding yourself and others is to understand personality types. You'll be able to better identify your strengths and weaknesses as well as how you are likely to work with other people, leading to more productive collaborations.

A thought exercise to get started is to think about yourself on a scale from negative ten to positive ten on many the following characteristics: intelligence, creativity, energy level, willingness to take risks, need for stability and structure, extroversion or introversion, happiness and cheerfulness vs. anxiousness and depression, tolerance for chaos and disorder. It may be difficult at first to assign

numbers in some cases, but you will probably find that you come up with some kind of range as you do this exercise.

# Narcissism

- Narcissism is likely the most misunderstood and stigmatized mental illness.
- It is a condition that is believed to affect more than 2% of the population worldwide.

In spite of this, it is often regarded as an outlandish, self-absorbed disorder reserved only for wealthy reality TV stars and despicable politicians rather than one that could live inside your office, local coffee shop, or church on Sunday mornings.

Narcissism—real or not—has now morphed from a personality trait into a 'mental illness' with people thinking they need medication and psychotherapy when, in many cases, narcissism could be served just fine by the change in perspective and lifestyle.

Narcissism is a personality disorder characterized by grandiosity, a need for admiration, and a lack of empathy. A person with narcissism tends to be self-absorbed, vain, arrogant, and emotionally shallow. It's not uncommon that many people are simply unaware of their own narcissism or believe themselves to be as far from this condition as possible, but there are notable differences between healthy self-esteem and unhealthy narcissism.

## How to Spot a Narcissistic

It's so easy to spot a narcissist, isn't it? A person who spends all their time focused on themselves with no thought of others. Someone selfish and self-centered. They always talk about themselves without thinking of anyone else. Nobody ever talks to them because they are so wrapped up in themselves that they wouldn't have anything to talk about with any other person anyway, right?

Wrong! That is not how a narcissist works and what you see may be the opposite of what you actually get when you approach them. A narcissist does not necessarily work that way; in fact, he/she will be constantly surrounded by people who know him/her pretty well. They will spend their time talking to those people about themselves, and they will have many topics of conversation in how they approach others.

# **Machiavellianism**

Machiavellianism is a philosophy that's been around for some 500 years, and it continues to be popular among readers today. The word "Machiavellianism" comes from "The Prince," a 16<sup>th</sup>-century book written by Niccolò Machiavelli. He was an Italian diplomat, historian, philosopher, and political theorist who lived in the 15th century. The Prince is the most reproduced book ever written in history, with well over 100 million copies sold to date. The protagonist of this novel-length treatise on maxims for statecraft is not necessarily all-good; instead of morality, he says that those who attain power do what they must achieve their goals. He is the father of realpolitik, and his book has been used by ruthless leaders like Mao Zedong, Lenin, or Nicolae Ceausescu. Machiavelli believed that the collective well-being of a society is more important than individual freedom.

A person who subscribes to Machiavellianism is called a "Mach" (short for "Machiavel"). The definition of a Mach hinges upon how they view power and its acquisition: in their minds, power over others is vital to both success and survival. Machs may be seen as amoral or immoral people who only care about personal gain as opposed to the social welfare of the community. At the opposite of Machiavelli's thought, just remember the end cannot ever justify the means.

## **How to Spot a Machiavellianism**

If you want to spot Machiavellianism, look for someone who will lie, cheat, and manipulate their way into success. This also means that these people will often have ulterior motives and won't be afraid of using people in order to get what they want. They act as though they care for others' feelings, but in many cases, this is just an act. For some



Machiavellianism, it is difficult to determine if the person has positive or negative intentions, so it can be hard to tell which side of the spectrum they are on until after the consequences arise. These people are also very charming and make great actors because they know how to please others without them noticing their selfish intentions. How they do this is by acting concerned, helpful, and friendly towards people, but this is just another one of their tactics. A Machiavellianism will often get what they want simply because they are good at reading others' emotions and can manipulate them to benefit themselves.

# **Psychopath**

Psychopaths, or those who show antisocial behavior and have a consistent disregard for most social norms, are often seen as one of the more extreme psychological conditions. Often, they are highly manipulative and actively seek to control others in order to meet their needs. They may also tend towards violence or engage in reckless behavior such as substance abuse or risky sexual encounters. While this is certainly true for many psychopaths, there is an increasing number of people who are discovering they have psychopathic tendencies but don't show overt signs of aggression, lying, and manipulation—this is known as psychopathy.

## **How to Spot a Psychopath**

Psychopaths can be some of the most dangerous people in society, due to their ability to lie often and convincingly. They are also likely to have a higher intelligence quotient than the average person. People suffering from a mental illness such as schizophrenia and bipolar disorder can be dangerous to society, but they aren't often as deceitful or cunning as a psychopath because they are more likely to act on their impulses.

## **Meet the Psychopath**

So how can you spot a psychopath? Dr. Anna Salter, author of "Predatory Violence and Personalities" stated that "psychopaths are masters of disguise." They know how to play the part of the perfect neighbor, friend, or lover. Many times, their intended victims will not realize that they are being manipulated until it is too late.

## **The Dark Triad in Action**

These traits are psychopathy, narcissism, and Machiavellianism. When these types of people interact with one another in close relationships (e.g., marriage or friendships), they can create a nefarious type of love triangle called the Dark Triad Love Triangle. Fortunately for those not at the center of this relationship type, it is rare to find all three personality traits present in one person. However, several studies have found that about 20% of people have at least one of the traits.

# **Sadism**

Sadism is the enjoyment of cruelty. The feeling of pleasure or self-satisfaction that someone gets from being cruel, mean, or unpleasant to others. Most people feel sadistic urges at some point in their lives simply because it can be pleasurable to inflict physical pain on someone who cannot retaliate at the moment. Stronger sadists may even enjoy causing mental anguish.

A person who is incapable of feeling any empathy for others and derives pleasure in their own cruelty can fall into this category and be labeled as a psychopathic or sociopathic individual.

# Lawyers

Lawyers are people who make a profession out of ensuring justice is met. They are the voice of the oppressed, the optimist for lost causes, and a savior for those who have been wronged. They are among society's most powerful and important people in many ways. Unfortunately, that power can be taken away with one mistake, one misinterpretation of data, or another law-breaking decision that goes against the way things were meant to be done.

Then again, this does not always happen when people go to court these days. In fact, lawyers continue to have their jobs because they know how to use all types of legal loopholes—even if they do cross lines sometimes by doing so.

# Politicians

Politicians are always the same. They don't care about their constituents; they are only out for themselves, and all they care about is how much respect they receive from other people. It's sad to see them exploit the vulnerable to their own advantage.

The problem is that these politicians have a lot of power, and if we don't vote for them, then they'll win at our expense because their opponent doesn't deserve our vote, either. That's why it's so important to get to know your politician.

# Salespeople

Salespeople are fighting among themselves over the best way to start a conversation with a new prospect or current client. There is never just one right way to approach potential customers. To make things even more complex, the debate has been framed in terms of "the ideal" and "golden rule" versus "the bare minimum."

So what exactly makes a good opening line? First off, it's not about your ability to recite lines from movies or TV shows without making errors. Instead, it's about what you're offering and your personal style—both of which can help set up an immediate rapport with your counterpart.

## Public Speakers

They must motivate others and create the desired emotion in them, but they can't use any of the traditional techniques—it would make them seem disingenuous or pompous. So instead of giving props to a speaker, you should be talking about what the speaker is wearing. If you want to encourage your audience's enthusiasm for your product or service, start by discussing how everyone can get the best deal possible with this outfit that speaks volumes without ever being spoken. It's the classic thing: say nothing, and you'll be accused of being nothing.

Contrary to popular belief, you should never ask the audience how they're doing. What they think is important could be the very thing that's wrong with your product or service and, therefore, not something you can directly address.



# Dark personalities and Abuse

Millions of people suffer from dark personalities. One study found that about 20% of the public has a dark personality. Paradoxically, they are often well-liked by other people who don't know them well. In the absence of this knowledge, many people feel drawn to them, often wondering, "What is wrong with me?" This confused attraction to darkness leads many spirits astray and into the mire with which they will eventually be unable to escape.

This confusion can be caused by several factors, such as:

1. Lack of knowledge about what exactly constitutes a dark personality.
2. A person may have been in a relationship with someone who was really an outer personality or acted like one. This is called internalization.
3. Someone could be unaware that the person they are attracted to has a dark inner life or simply not know how to get friendly with them without being hurt or manipulated by them.
4. Someone may have repressed their dark emotions through denial and dissociation so they remain unconscious until reoccurring during trauma (such as trauma because of abuse).
5. A person may be drawn to a certain type of dark personality, in a similar way that some people are drawn to other specific types through chemistry.

# **Benefits of Personality Analysis**

Personality Analysis is an in-depth analysis of how your personality defines you and your actions. People often conclude that a person's personality is the result of genetics and upbringing, but with this new information, you will be able to make more informed decisions for yourself by understanding the factors that have shaped your personality.



# **Chapter 9**

## **8 Common Methods of Dark Psychology**

The dark arts of psychological manipulation are a sinister power. They can be used to bend someone to your will or even drive them to suicide. It is a dangerous weapon that can have unseen and long-lasting consequences on the victim. That doesn't mean it's not used, though; in fact, you might not even realize what you're experiencing unless somebody tells you about it. Here are some of the most common methods of dark psychology used for manipulation:

# **Gaslighting**

This is an extremely powerful form of emotional abuse that will make people question their own sanity and perception with sabotaged memories and manufactured lies. The purpose is to make someone feel as though their emotions, reactions and even past memories are simply not true. This method of psychological manipulation is often used on young children by telling them they did not see what they saw or hear what they heard.

The reason this works so well is that we are much more likely to trust our own memories than a complete stranger. Therefore, when somebody tells us we imagined it, we start to second guess ourselves and question our own perception of reality. It can be an extremely effective form of abuse for a controlling person who does not wish to be questioned or have their authority challenged.

# Projection

This is another powerful form of psychological manipulation that allows somebody to shift their negative traits onto a person in order to discredit them. It is common for criminals or even dictators to accuse those who question them of the crimes they are committing. For example, if a person who has been caught cheating accuses you of breaking into their home, they are using projection.

This is an extremely effective form of manipulation because it allows a person to avoid being blamed for their own actions, all while tarnishing the name and reputation of their victim. People often project negative traits onto others because they cannot stand dealing with the feelings. They do this because it is easier to think of someone else as a bully, for example, than it is to have to reconcile with the feelings within themselves.

# **White Knighting**

This is a very effective method of psychological manipulation when used by somebody who is trying to get a person to feel obligated or indebted towards them. They will often go out of their way to make others around them feel as if they owe them something from fear that they might leave and never return. This can cause people who feel indebted towards a white knight to be extremely loyal towards them and only follow their lead.

# Jealousy

Jealousy is a powerful form of manipulation that can work in two different ways. The first way it is used is a powerful form of manipulation by creating jealousy in oneself towards another person. This can be effective for people who are looking to create competition in order to have control over somebody.

For example, a person might try to insinuate that they are dating somebody who you like or want for yourself. This might not be true, but simply making you feel jealous will cause you to be much more agreeable towards them and fall more under their control. The second way jealousy is used as manipulation is by provoking jealousy from others to cause conflict between two people. This can be a powerful way to bring down somebody's defenses to begin with.



# **Misattribution**

This is a form of psychological manipulation that allows someone who is seeking power over someone else to convince them that something they are thinking or feeling about them is actually about them. For example, an abusive partner might convince their victim that they are the one with the problem, instead of them having the problem. The person using this method will often use normal cues as persuasive tools like body language and tone of voice in order to make you believe what they are saying about you.

# **Stalking**

This is a very effective form of psychological manipulation where a person will use either physical or social contact with an individual to get them to feel obligated to them. They do this by sending messages, texts, or even threatening the victim that they are going to come over and harass them in person, causing them fear and confusion. This is often used as a form of domestic violence.

# **Guilt**

Guilt is another powerful form of manipulation when it begins with the victim themselves. Someone seeking control over someone else can subtly convince them that they are guilty of something, even when that's not necessarily true. This is a powerful method of manipulation because it can cause someone who feels guilty to feel as if they are being blamed for their own actions, all while giving their victim the "benefit" of the doubt.

# **Attention**

Although you might not realize it, attention is a powerful form of manipulation that works in much the same way white knighting does. It can also be a very effective form of abuse when used as an attempt to validate someone's control over somebody else. For example, someone who has been wronged by their partner will often turn to look for validation from others on social media or news sites in order to make them feel better about themselves.

# Deception through Lying

Deception through lying is a common form of social manipulation. Studies have found that people are likely to lie if they believe that they will be rewarded, and they are less likely to lie if the liars fear punishment. People also tend to trust members of their own group, but distrust those who do not belong. Deception through lying is uncommon in animals because it implies conscious volition and a degree of mental complexity not possessed by other species.

Deception can occur at any time during an interaction, especially in social interactions, but typically immediately prior to or during some type of contractual agreement. Deception is a type of falsehood and so is not always immoral. For example, if one person mercifully lies to another about the nature and severity of their injuries after a car crash, it would obviously be considered good because it helped prevent them from further injury or stress. However, deception can also be used as malicious manipulation to cause harm to others by depriving them of information; this type of deception is generally regarded as wrong. Deception is used in advertising to create an illusion of a desirable product.

Deceptive messages can have unintended effects, not only because they may negatively affect the recipient's attitude toward the deceiver, but because it may lead the receiver to make poor choices. For example, someone who perceives himself/herself to be more intelligent than others will attempt to make favorable impressions on others in social interactions by lying. The process involves self-deception initially, but the tactics used by liars to create these strategies can easily become habitual and repetitive. As time passes, they will often find themselves stuck in a cycle

of using lies as a method for gaining approval from others and avoiding disapproval or being disliked by people.

## **Don't Be Blindly Honest—The Value of Prudence**

It is an act you may be guilty of committing without even realizing it. This phrase sounds like a crime, but it actually refers to the act of saying something true without actually communicating it. Not confessing the truth can be a big ethical dilemma or just a small inconvenience in life. With so many scenarios in which “lying” by omission (by the way, it’s not a real lie) can occur, it is important to discuss its implications and describe red flags to help us avoid its consequences altogether.

The problem of this kind of omission usually occurs when someone is not telling the truth. If you have been unfaithful to your partner, you might think about choosing the simplest way, that of not confessing. There could be many reasons why you are not comfortable saying what you know or confessing what you have done and when it comes to that, there may be no real concern or there may even be just plain selfishness, in which case there is no real concern. There is a real reason not to be blindly honest. The point is, there are no hard and fast rules as to when you should lie by omission. Whenever there is a dilemma of this magnitude, it is best for the parties involved to discuss the situation and come to a mutual agreement on how to deal with it.

# Denial

Denial is the most common defense mechanism people use when someone in their life is close to death. Even before a terminal diagnosis has been confirmed, many people are unable to accept that they may be nearing the end and struggle to think positively. It's not just denial of an impending death either; people also deny their own health, physical or emotional problems and mental decline. Denial provides a safe harbor from reality for some who find themselves getting disoriented in life, but its effects are always harmful as it clouds judgment and makes it harder for loved ones to understand what needs to be done on behalf of those in need. One of the most common ways people try to avoid a painful reality is by denying that they are facing it at all.

Denial can also lead to the failure to accept responsibility for one's actions and that you are not allowed to make mistakes like others do- it is unacceptable for someone like you to make a mistake- because you are smarter than them. This denial of accountability can lead to years of feeling angry and bitter—like you've been treated unfairly, and it is always someone else's fault.

Shame is another form of denial. People deny their own feelings of unworthiness by refusing to see that they are to blame for making mistakes or allowing harm to come to others. While some people may try to convince themselves that they have no power over what happens, other people project their shame onto others and refuse to see them as victims. These people also don't allow themselves to feel any pity for the victim because pity means they're incapable of standing by themselves without someone else's help.



# Avoidance

Avoidance is a coping strategy often used by people to avoid situations that might cause anxiety or anger. Its purpose is to reduce the number of stress-causing confrontations by limiting their contact with other people and avoiding difficult social interactions. For example, if someone were feeling hurt due to an argument with a friend, they would avoid the person in order to reduce their levels of stress and anger before another confrontation could occur.

As an individual's avoidance decreases, many other issues arise that can threaten restraining bonds, such as relationship problems, distress from emotional trauma or betrayal, potential feelings of inadequacy and isolation. This problem is known as "avoidant avoidance." Some people use avoidance as a coping mechanism for other psychological disorders, such as body dysmorphic disorder and many other mental illnesses. Avoidant behavior can develop into a disorder and may be later treated by cognitive behavioral therapy.

Psychological avoidance is also considered one of the core components of post-traumatic stress disorder, along with re-experiencing (intrusive thoughts), hyperarousal, and numbing. In normal individuals, psychological avoidance is characterized by an unwillingness to recall or approach stimuli that are avoided in anxiety-inducing situations. This can lead to the avoidance of aversive stimuli, or individuals may avoid situations that elicit anxiety.

# Generalizations

Generalizations happen constantly. It's hard not to find ourselves pigeonholed in terms of our income, ethnicity, or gender. But is generalizing always bad?

There are many instances where making generalized statements can be scientifically backed up with facts. On a different note, the same concept can be applied to animals. For example, we (humans) are able to base ourselves on what we see in the animal kingdom and make some pretty serious generalizations about bears in general.

It's important to note that making generalized statements—or stereotypes—should not be taken as a bad thing. One thing that comes with every stereotype is the fact that it is based on facts; it's not inherently corrupting.

# Playing the Victim

Do you feel like others are always picking on you? Do you always find yourself justifying your feelings and actions to others?

A lot of people play the victim because they refuse to take full responsibility for their own lives and don't want to deal with the consequences of their own decisions. Playing the victim doesn't get anyone anywhere, but it can at least create an external excuse for things not going well or a way to offload responsibility onto someone else. It's easy to see how this kind of behavior can become habit-forming. It certainly doesn't help people to take responsibility for themselves and their own actions.

Playing the victim is not just a matter of doing nothing when something bad happens, but it's also an attitude that helps people find reasons for staying stuck in unhappy circumstances. Are you always blaming others for what goes wrong in your life? If so, you may be playing the victim and need to stop.

## **Generate Fear**

This is the first step to getting what you want. It's time to ask yourself, "What do I fear most?" and elaborate on that. Maybe you fear being embarrassed in front of new people or not having enough money to survive. You don't have to list all your fears; just think of the one that keeps coming back as a problem for you. Remember, if it scares you, chances are it should scare somebody else too! So use this fear for good and make something great happen!

## **Create Insecurity**

It's easy to feel insecure, despite feeling confident. Insecurity comes in many forms: low self-esteem, poor body image, fear of failure or inadequacy.

A lot of people think they're not good enough because they're not accomplishing their goals quickly enough or getting the same results as others who are doing better than them—but the truth is these feelings are actually rooted in insecurity about themselves rather than any real problem with their performance or abilities.



# **Chapter 10**

## **Mind Control Techniques**

Mind control is the act of forcing thoughts into an individual's mind directly or indirectly controlling their behavior without their consent. Mind control can be exercised by person-to-person contacts, such as instruction and persuasion, or it can be exerted electronically over a distance. There are many types of techniques used with mind control (such as staged false memories), which are sometimes collectively referred to as brainwashing. The term implies that the brain is washed clean of all previous thoughts (or memories) and is overwritten with new thoughts (memories).

Conversely, brainwashing refers to the washing of an individual's brain. The manipulation of an individual's beliefs and behavior through coercive persuasion often occurs in a group setting. This process may be conducted by a single controller or through propaganda and inherent pressures, such as peer pressure, delivered in an environment where individuals have little privacy. This process can lead to a change in an individual's beliefs or behavior from one extreme to another when they are placed under severe mental stress. These extreme changes are usually attributed to the controller's influence over them.

The most common example of this is brainwashing or mind control, which is the practice of systematically forcing another person or group to yield a major part of their psychological and/or philosophical belief system. This can be done through a variety of different techniques. These techniques are often called "mind control" because, if successful, the victim will have had much of their personality taken away from them and replaced with that

demanded by the controller. The extreme result of this process is that the individual essentially becomes a puppet whose strings are controlled by someone else.

Mind control occurs when a person's environment is controlled by an external source and when their freedoms are restricted. The person being controlled is treated as an object, rather than a person. The goal of mind control is to make the individual's will more predictable, obedient, and controllable. Many methods are used in mind control, the most common of which are coercion, exploitation, seduction, commitment, isolation from support networks; many forms of hypnosis and brainwashing.

Mind control techniques vary from sects that may employ physical restraint to manipulate or harm their victims (sometimes to kill them), to coercive persuasion and isolation. The extent of mind control in a group comes from the level of isolation, vulnerability, and pressure exerted on the individual. Active or passive involvement of a victim in the manipulation process can also boost the amount of manipulation.

Although it may seem that extreme cults would only engage in high-tech intrusions, physical restraint, threats, and isolation techniques span all types of groups from extremist political groups to religiously based organizations. The range is shown by one exception: most terrorist groups do not use mind control techniques because they fear discovery. Instead, they choose to commit their attacks openly because it is easier than trying to remain hidden with highly secret methods, such as those used by cults or intelligence agencies.

The use of mind control techniques may be categorized into two different types: coercive and non-coercive. Coercive techniques are those in which the controller directly uses



physical restraint (e.g. drugs, torture) to force the individual to stay in a controlled environment. Non-coercive techniques are methods in which the controller uses psychological pressure, as opposed to physical restraint, to influence the individual's actions or thoughts. Both lead to a similar result: the victim loses their sense of self and their will is replaced by that of another person or group.

# **Blame, Guilt, and Shame**

Blame, guilt, and shame are some of the most powerful tools to manipulate people. They are used in marketing, propaganda, and politics. These mind control techniques are nothing new, but they've been around for so long that many people don't realize they're happening. For millennia, these power-seeking sociopaths have plagued humanity by manipulating our emotions in order to gain control over us. It's time we stop living like sheep and regain our free will!

## **Good Cop, Bad Cop**

The tried-and-true technique of using cooperation to gain the trust and compliance of a subject. One technique at work here is a classic form of social coercion: positive reinforcement, or rewarding good behavior with praise and attention.

Social compliance is a key factor in mind control techniques, so it's not surprising that many people have reported being hypnotized by authority figures like police officers and judges. As we get older, we seem to become more vulnerable to this type of manipulation because our defenses are thinner; it also helps if the person administering the coercion holds some type of legitimate authority over us.

In the two-person variant of the Good Cop, Bad Cop routine, both bad cops attempt to use mind control techniques to gain compliance from their subject. This can get pretty confusing for a subject because they end up dissociating and feeling like they're watching the scene from outside their body. Old-school interrogators used this technique because it was just so effective at getting information out of people. (People tend to believe that someone who has been physically tortured will tell the truth but that someone who has been psychologically broken may say whatever he/she thinks their interrogator wants to hear.)

# **Playing the Victim**

Playing the victim is often a popular tactic used by narcissists and people with narcissistic personality traits to get their way. However, there are many techniques that you can use to gain control of your own mind.

All too often, this ability is overlooked in favor of trying to be what others want you to be or focusing on the big picture instead of being present in the moment. The author addresses these common scenarios and presents ways in which we can better utilize our mental faculties, helping us avoid victimhood altogether. It is up to each individual to decide whether they will accept these techniques as truth.

## **Conscious Misrepresenting of Feelings and Thoughts to the Level of Absurdity**

One way to control your mind is to pay attention to the thoughts that come in and out of your head. This may sound like a daunting task, but if you are able to differentiate between feelings and thoughts, you can start by paying more attention when you feel a thought coming on. If it's something that makes you feel poorly about yourself, or that seems like a negative thought, consciously think of an absurd rebuttal for the thought. For example, when you feel like you're 'losing your grip' on things at work, instead of saying "Oh God I'm so horrible at this, I've got to do something to fix it" say "I'm not horrible, I am totally awesome because I clean my workspace all the time!"

# The “White Knight”

The “White Knight” strategy is the technique in which you use your higher self to combat those egotistical thoughts that come from your lower self. You can do this by following some of these steps:

1. Consciously let go of any situations that are past tense and have a negative feeling attached to them.
2. Think about one thing you want to accomplish in the future, then leap this scenario and visualize yourself achieving it.
3. Fill yourself with love, peace, and happiness for as long as possible.
4. If possible, teach others the techniques you read here.
5. Although it seems as though you were the one that initiated all these wonderful behavior changes, it wasn't you, it was your higher self.
6. When you bring up egotistic thoughts, or negative situations or people into your mind's eye, replace them with something positive and beneficial. This is key because if you think about something negative, then subconsciously you will suggest that what you are thinking about is true.
7. Lock yourself away from people who try to pull you down through "guilt" by telling yourself stories in which they are punished for their past negative actions or how they have been helped by those around them.
8. Always be aware that you can lose your superpower of being a "white knight" by being isolated from others for too long, allowing negative things/people to seep into your mind, or by being too hard on yourself when you begin slipping into old routines.

9. This helps you because you are not trying to shut down your ego or make yourself seem better than others; instead, it is a positive technique in which you use the power of the universe and your higher self on the human condition. You become the perfect example of what you believe in and are trying to portray when you need to.

# Ways to Protect Yourself from Mind Control

If you're not worried, you should be. Mind control is a very real and dangerous thing, and it can happen to anyone. Here are some tips for how to protect yourself from mind control:

- Avoid watching TV or reading the newspaper because both forms of media are controlled by people who want to manipulate your thoughts and get you to believe what they want you to believe.
- Avoid sects at all costs. Remember that sects will instill ideas like viruses and will try their best to invade your mind with specific malicious thoughts and beliefs.
- Avoid also secret societies that want to brainwash your brain with politically correct thoughts to create a dictatorship totalitarian world with global control of every aspect of our lives with the mere appearance of an emptied democracy.
- Be aware of how you feel when you're around other people. Simply be in control of your emotions and try not to let others influence them or read them if you want to protect yourself from mind control.
- Realize that everyone has different opinions about things, and the best thing to do is simply listen to other people's theories about things instead of trying to fight opposition over who's right or wrong.



## **Don't Fall Into Their Trap**

Mind Control is the process of influencing or changing a person's behavior by psychological methods. It includes efforts to influence thoughts and feelings and may include attempts to control actions without affecting thoughts. These methods are widely used by corporations, sects, political groups, high-pressure salespeople, secret societies, and other organizations that wish to manipulate people to conform to the goals of these institutions. Most people are familiar with some mind control techniques because they are likely already being used against them.

## **Steer Clear Whenever Possible**

Some energetic, enthusiastic friends might be drawn to the idea of mind control. They'll start telling you about how they can control your thoughts and actions using their mind. A typical example is when they get a drink from the fridge, but insist that you not think about the drink while they are gone so that it appears there again when they return. Though this may seem like a neat party trick, such behavior can easily lead to increased isolation and abuse in your interpersonal relationships.

One of the side effects of working to develop any kind of skill, such as mind control, is that people feel compelled to try out their skills on other people. If they can only persuade you to allow them to do it, they might see themselves as justified in attempting it. They may claim that by demonstrating their abilities to you, they are helping you develop your mental powers. Yet mind control techniques are often used in a way that betrays an underlying sense of impatience and intolerance for the individuality and personal freedom of others. This can lead them to use their skills in ways that make you feel manipulated or coerced, especially if they've found an easy victim who doesn't know how to resist.

## **Ignore Everything They Do and Say**

- This is one of the oldest tricks in the book. You have to be careful with this one, though.
- Catch them doing something good.

They need positive reinforcement like anyone else. When you catch them doing something good, tell them how great it was so that they'll want to do more of it. Remember, though, that they're trained to stop this behavior when they've made a mistake. Don't show them a good thing and then criticize them for doing something just because it's not perfect.

### **Praise Them in Public**

When you catch them doing something good, tell them how great it was so that they'll want to do more of it. Remember, though, that they're trained to stop this behavior when they've made a mistake.

# **Try Not to Be Suckered In**

In fact, it can be easier for some people who have weaker wills than others. That's why you must take time periodically and assess the situation in order to avoid succumbing to one of these insidious tactics.

## **Awareness Is Key**

Mind control techniques are crafty weapons used by sellers of products or ideas designed so that they can take advantage of your weaknesses and desires to gain something from you—often without your knowledge or consent. When you think about the phrases used in advertising, you can see how they are designed to confuse, attract, and compel people to take action.

Most of us have been manipulated at some point. But by taking a few minutes now and then to identify the techniques we are being suckered in with, we can create a measure of resistance that will help us resist being manipulated again. In fact, someday when we are no longer fighting against mind control ourselves, we will be able to teach these techniques of manipulation to our children as well.

# **Stop Compromising**

Mind control techniques are methods that manipulators use to make you go against your core values. There are many ways that a manipulator can try to take over your mind and force you into doing what they want, but there are a few key techniques that many experts have identified.

The first is gaslighting, which happens when someone makes you question your sanity by telling lies and making up false memories. They keep upping the ante until it's impossible for you to trust your own memory or feelings about what has happened, leading them to control how you think and react.

## **Create a Greater Sense of Purpose**

The techniques listed below will help you to create a greater sense of purpose in your life and ultimately lead to a feeling that you are living the life you were meant to live.

This includes shelter, food, water, clothing, and hygiene. This is followed by making sure that any physical pain is eliminated—whether through medicine or other means. Next up is making sure that your mental needs are being met—these include meeting your intellectual needs as well as social ones. The final step is taking care of the spiritual side of our psyche—including spirituality as well as religion/faith.

## **Bet on Yourself**

People who believe in themselves have a better chance of achieving their goals. This knowledge can spark new ideas and generate new insights into what it takes to accomplish difficult tasks; it also helps with persistence, so the work isn't as challenging or as daunting.

## **Visualize Success**

When people visualize themselves achieving their goals or performing well at something, they often experience boosts in productivity and production because they believe they are going to be successful and can visualize how they will get there.

## **Avoid Emotional Attachment with Them**

People who fall for their partner or friend too much are more likely to be manipulated and you should avoid that. Instead, true love implies trusting the partner in an equilibrate relationship in a long-term and stable way.

The key is not to care for them, but also not to judge them. Do your best not to get excessively attached so that they cannot use it against you. If they want something from you, give it only after considering whether it will hurt your future relationships/projects in the future.



# **Develop a Strong Mentality**

Develop a strong mentality, which means thinking positively, focusing on desired results, and always being happy and motivated.

Boost self-esteem by knowing your strengths and weaknesses. Avoid negative thoughts that can make you feel inadequate.

Improving concentration and memory will help you to remember names, facts, and events more accurately.

- Practice relaxation techniques to combat stress-related illnesses.
- Improve confidence in your decisions by applying critical thinking in every situation.
- Relax to reduce stress and boost productivity in your life.

Develop greater self-confidence and self-esteem by learning how to talk yourself into a positive state of mind. You will learn how the mind operates, how thoughts are formed, and how they are used for both personal gain and harm.



# **Chapter 11**

## **Detecting Lying**

According to a study by Kinesic Interviewing, liars often have difficulty with eye contact and notice that their pupils dilate when they lie. As such, asking the suspect if they are lying and then watching for their reaction will allow you to determine whether the suspect is lying.

## **Reading Body Language**

Liars will often avoid looking at people, fold their arms across their chests, and lean away from others to create more distance. They may also touch or play with objects on a desk in order to avoid looking at someone directly in the eyes. By contracting muscles in response to questions about sensitive subjects (i.e. illegal activities), liars will often appear to be uncomfortable, and may tell a white lie to avoid the subject altogether.

## **Reading Voice Tone**

Lying, according to Kinesic Interviewing, is often prompted by a desire for attention. When people lie, they may engage in behaviors such as practicing their story or making exaggerated gestures. These actions serve to draw people's attention to themselves and will often involve an energetic tone in the voice. Another technique used by liars is taunting; they will make up an insult and then taunt the other person about it, which serves to convey superiority in order to instill fear of further retribution if they are caught out in a lie.

## **Body Language Displays of Sympathy**

The body language associated with sympathy can vary depending on the situation, but in general, it will appear as though you are mirroring the other person's feelings. For example, if they are looking to their right, your head will be turned clockwise, and your left shoulder raised slightly towards the center.

Body language plays a large role in emotional interaction. I have provided certain tips on how to notice these things, hoping you find them useful for determining your interactions with others. While it may not always be possible to catch someone acting out on a lie or doing something immoral, it can help to determine if someone might have ill intentions.

## **Reading Facial Expressions**

According to Kinesic Interviewing, liars will often react with surprise when confronted with a question. They will use this surprise to play off the subject and avoid answering the question directly. Liars may also engage in excessive blinking during their interaction and touch their faces, ears, or necks inappropriately.

### **Body Language Displays of Anger**

In general, angry individuals will appear tense; they may be holding their bodies unnaturally still in order to suppress their emotions. Their eyebrows may be lowered and their mouths may be tight. They will often appear anxious, but if they are very angry, they will shake uncontrollably or experience more powerful muscle reactions, including the shaking of the jaw and tensing of the shoulders.

# **Why People Lie and How to Learn Secret Tactics against Deception and Misleading Behaviors**

There's a lot of reasons why people want to lie. Maybe they have something to hide, or maybe they're afraid you're going to do something unreasonable if you find out the truth. There are also some instances where people want to believe that certain things about them are false, which can often be a boost to their ego. But no matter what case it happens to be, there are always some benefits that come with being able to detect liars and hide from their deception tactics whether you're aware of them.



# Deception

Deception can take many forms, from the truth that is not told all the way to outright fabrication. We can't always tell when somebody is being deceptive and sometimes our gut instincts are wrong. We need a reliable mechanism for determining deception if we want to be able to identify it reliably before it becomes an issue.

One of the most well-known methods for detecting lies is through microexpressions. Microexpressions can last as short as one-fifth of a second and they provide immediate insight into what people may be thinking or feeling at any given moment in time. Different types of microexpressions reflect different emotions, making this technique almost foolproof for distrustful relationships and those that work in law enforcement or security detail.

## Types of Deception

The term "deception" connotes a deliberate action. We'll break down the types of deception and, when it is acceptable, to use them in everyday life.

Types of deception include:

1. Lying.
2. Misdirection or false leads.
3. Cheating and other unethical behavior that may involve a crime or violation of law, such as fraud, embezzlement, insider trading, forgery, etc.
4. Self-deception or self-delusion where the liar feels that they are not lying to others, but actually true to themselves.

## Signs of Deception

A person who is lying may appear to be nervous and fidgety with a rapid or irregular heartbeat. This can lead you to question their veracity before they answer your question. A liar will also have an increased blood pressure, higher respiration rate, and a sweaty brow that will probably all be visible through touch or the use of non-invasive medical equipment like a stethoscope.

One notable indicator of deception is when people look downward in shame when they're caught in a lie. When someone has been caught in the act of telling a lie and gets an anxious onset around their eyes, this can give them away as being guilty beyond any amount of evidence that might be gathered otherwise.

Some people consider blinking an indication of deception, but this is a myth that exists in pop culture and the general public. While there is a biological basis for this belief, there's also a psychological reason why people often falsely think they're being lied to.

## **The Lack of Self-Reference**

A lack of self-reference means that when someone is lying, they will scarcely mention their own thoughts or feelings. When people tell the truth, they are likely to mention themselves as much as 25% of the time.

One way to determine if someone is being truthful is by paying attention to self-references in a person's speech. As people create stories in their head, they refer back to themselves to describe what happened and how it made them feel (self-referential), but people who lie tend not to include this type of information about themselves in their statements.

## **Answering a Question with a Question**

Phrases like "How old are you?" "Can you tell me about your family?" and "What do you do for a living?" are all questions that might seem simple on the surface, but could really be asking for more information than they initially appear. When someone is trying to answer a question with another question, this is usually because of how they're feeling. For instance, if someone becomes defensive or angry when questioned about their occupation or where they live, this could be a sign of deception.

## **Listening to More Than You Speak**

You know how it feels when someone talks a lot, but doesn't really say anything? That's a big red flag. Often, when people are lying, they want to seem like they have the upper hand. A sure-fire way of telling if someone is lying is to listen more than you speak. You'll notice this person will have plenty of opportunities for interruptions and will probably talk over you at some point in the conversation. Remember that by listening more and speaking less, you can make your interactions with others feel much more relaxed and natural—both important qualities for good communication!

# Identifying Deception

People lie for a large variety of reasons, but most often it is to protect themselves. We'll help you identify the types of deception, understand their motives, and how they cause people to be more easily fooled.

There are three types of lies:

**1. Self-Deception:** The person lying may not know that he/she is doing so, or he/she may believe that what he/she is saying is true elsewhere in his/her life. An example would be someone who feels guilty about being lazy and does not want to admit this feeling to himself/herself; by attributing his/her laziness to other causes (e.g., "I would work out more if I could find time"), the person can avoid becoming consciously aware of his/her guilt.

**2. Justification:** The person may believe he/she is doing the correct thing in a certain situation. For example, someone who cheats on his/her spouse believes that the end justifies the means, so lying about it makes sense to him/her.

**3. Manipulation:** The person is not concerned with whether what he/she says is true or false; his/her purpose is to get something from you, such as money or affection.

## **Pay Attention to How a Person Says, 'No'**

People often avoid saying 'no' outright. They will be reluctant to answer a question or they may provide a long-winded answer. This can make it difficult for people to detect whether someone is lying. The University of Hertfordshire psychology professor Richard Wiseman argues that paying careful attention to how the person says this word can help detect lies: "I never said that" might be accompanied by an unusual emphasis, such as a nod of the head, raised eyebrows, or a stern facial expression. The speaker's tone of voice and the words used to deny something can also be revealing. Saying "I did not say that," for instance, is more emphatic than saying "I didn't say that." A stressed "I did not" may be a sign of lying, even if the words themselves are truthful. If someone insists emphatically on their innocence without adding much explanation for why they are denying something, it is often because they are being deceptive.

## **Watch for the Changes in Behavior**

People who lie are rarely consistent in their behavior. You can spot the signs of deception by looking for sudden changes in people's behavior, especially when it comes to the topics they claim to be most knowledgeable about. These lies range from small discrepancies such as "I'm late for my English class" rather than "I'm going to English class," or claiming a huge accomplishment like getting into Harvard when you only had a 3.2 GPA and didn't apply there, but you're confident you'll find success at another school. If a person holds a lot of contradictory beliefs, you might also notice that they are unwilling to share those beliefs with others and seem uncomfortable when questioned about them.



# **Always Ask to Be Told the Story Backwards**

Authors and people in law enforcement have been using the strategy of “asking to be told the story backwards” for decades. This tactic of asking people to tell a story in reverse creates an unnatural cognitive load, which often limits the possibility that they will mislead you or withhold information.

## **Beware of People's Compliments**

People can easily lie. Compliments are easy to give and hard to get right. If somebody tells you they like something about you, have a healthy suspicion that it's all in good fun. Don't take people's words as the total truth because they most likely know what they are doing and can even lace some lies into the compliments.

You cannot take someone's word as absolute truth. It takes two to tango and if both participants are lying, the whole thing is a giant lie.

## **Asking a Follow-Up Question**

A good way to find out if someone is being truthful is to ask him/her some follow-up questions.

If you ask, "Did you go to Wendy's last night?" and he/she says "No," for example, then inquire with a question like, "So how did you get that Wendy's tag in your wallet?" he/she will most likely balk at the response. Remember: if it sounds too easy, then it isn't really an effective lie; any decent liar will have told this powerful story.

If he/she is caught off-guard with the follow-up question, then that would be an indicator that the first answer was not truthful.

## Deceptive Tactics

- Stumbling over words.
- Looking away or avoiding eye contact.
- Shaky voice.
- Repeating statements or phrases from the question.
- Shifting body weight from one foot to the other.
- Touching face with hands or objects.

Not all these are present in every single lie, but they're traits commonly found in liars when they are caught. If you feel confident that someone is lying to you, don't ask more questions and just end the conversation as soon as possible.

# **The Eyes: Clues Revealing the True Intention**

Everyone lies. It's a fact of life, and people tend to lie in subtle ways, using their eyes as clues towards their true intention. Using these eyes as clues, you can learn to detect the liar before ever uttering a single word.

Some approach this task with apprehension, wondering if they are doing anything wrong by paying close attention to their child's eye movements and emotionless expressions when lying. Some even worry that noticing signs like this will lead them down a path of undue suspicion. Others believe those who do not feel guilty when telling more than one lie may be just the type of person who should be watched closely for possible deception or other criminal behavior in the future. The problem lies in choosing the whoppers you need to watch out for.

# **Why Deception Is Used**

Deception is used in a wide variety of ways, from attempting to get your parents to buy you a bicycle, trying to convince people around you that your grades are high enough for college, or faking an illness just to take the day off from work. People use deception in order to get what they want.

But why do people use deception? There are different reasons for this: some might lie because they feel it's easier than telling the truth, others might lie because they don't want someone else's feelings hurt, and some might lie because they believe that lying can control outcomes. In each of these cases, lying is done either by omission or by adding falsified information.



# **Chapter 12**

## **How to Face Common Real-Life Manipulation Situations Using Dark Psychology Strategies That Most People Are Unaware of**

A person who manipulates people is called a manipulator. A manipulator is someone who takes advantage of others for selfish motives. This type of person should be avoided as much as possible because they will most likely not have your best interests in mind. Most people can be manipulated, either consciously or subconsciously. Most of the time, they will not even realize it. In fact, most people don't even know what manipulation is and how to avoid it.

The manipulation techniques are very well hidden in our society. Although some of these techniques are used by evil people, many manipulative people use them on innocent people, and sometimes even with their intention to harm others.

There are two types of manipulations: social and interpersonal. You may have encountered social manipulation when you were fooled into doing something for a stranger or in a situation where you were against your intentions. Social manipulation is usually done by making people feel like they are being used or taken advantage of. Interpersonal manipulation is when someone uses deceitful



and underhanded methods to persuade or get what they want from you personally. These types of manipulations are more common than you think, especially online.

They involve getting other people to do what you want them to do through misunderstandings, lies, assumptions, and even intimidation. The techniques are aimed at gaining power and control over you. There are many ways to avoid being manipulated.

I would like to emphasize that these manipulative techniques are very common in society. I have made it a point to learn about what others do in order to survive the world and make it easier for myself. It's important that we know how other people manipulate us so that we can avoid them and stay out of their clutches as much as possible because they will most likely try to hurt us if they get the chance. We will discuss these different techniques below.

# Types of Manipulation Techniques

- **Dishonest manipulation:** This is when someone deliberately lies to or deceives you and then gets you to believe them. Dishonest manipulation is considered an aggressive form of manipulation that involves deception and dishonesty. Some examples of dishonest manipulation are lying, telling stories with exaggerations, fake promises, and using pity or guilt against you. People who practice dishonest manipulation are usually people who want you to do something for them and don't want to do it themselves; they make it seem like they are doing the thing for your own good. Dishonest manipulators try to protect their false image by making other people think they are good people while hiding the truth from them.
- **Deceptive manipulation:** This is when someone deceives you by sending mixed messages. People who use deceptive manipulation are not necessarily liars. They may just have trouble expressing their true feelings and thoughts and instead express the thoughts that they think you want to hear. Many people use deceptive manipulation in order to protect themselves from being punished by others. Deceptive manipulators usually try to appear as kind and understanding as possible so that they won't be punished for their actions, but when you get closer to them, they will start behaving in a way that doesn't match up with what you originally thought about them.
- **False confession:** This is when a person accuses you of doing something that you did not do. They tell people that you did something you didn't do just to make themselves look good to others. If you try to point out their lies, they will defend themselves by saying, "you know I would never lie to you!" This is a common form of

manipulation used in intimate relationships and friendships. It is also known as emotional abuse.

- **Harsh language:** Harsh language is when someone uses rude language to manipulate and intimidate someone else. Harsh language can come in many forms: name-calling, swearing at them, using insults, and threatening behavior. Harsh language can be used in many situations: when interacting with a slave, pretending to be angry at you, when they want something from you, and so on.

**Misleading statements:** This is when someone makes a false statement and then asks you to trust them. For example, saying that he was going to call you at 7 pm and then not doing so. This is a form of social manipulation in which people try to get others to trust them by giving them false information that they think the other person wants or needs.



# **Chapter 13**

## **Protect Yourself from Dark Psychology**

Always be prepared with self-care tactics in order to protect yourself from the dark psychology of others. It is important that you take on this practice before you need to react in a dangerous situation where the best form of defense may become your sword. You must know how to respond when there are people around who are being manipulated by other people. Sometimes, you should not get involved and sometimes you must step in and help the victim or bystander by supporting them emotionally, physically, and mentally. No matter what time of day it is, you still must be ready.

Always make sure that you have a plan in case someone tries to manipulate you before they are able to manipulate you. You need to know how to protect yourself and your loved ones from the dark game of manipulation. Going into these situations unprepared can lead to mind-controlled situations or even a sense of helplessness where you do not know what to do. This is why it's important for you to always make sure that you have taken the right precautions for yourself and others around which can help put an end to these actions.

When there are people around you that are being manipulated by another, always make sure that you take a step back and not get involved. This will prevent you from influencing the victim or bystander into doing something that they may regret later on in life. You must realize that if you become involved in the situation, it could cause you to become affected by the dark game of manipulation as well.

It is important for you to do this because not only does it prevent others from being affected, but it also prevents yourself from being affected by these tactics and techniques used by others on a daily basis.

If you are the victim of a person who is using dark psychology in order to control and manipulate you emotionally, physically, mentally, or even financially, never be afraid to reach out for help. You can seek assistance from those around you who have been trained in the art of protecting others from other people who are using dark psychology tactics. There are methods that you can use to protect yourself from these types of situations, such as journaling, emotional free writing, and meditation. These will allow you to block out these tactics and techniques so that you may take back the control which was originally yours prior to being influenced by this person.

## **Behavioral Traits of a Victim**

- They feel powerless, invalidated, and victimized.
- They often have a poor self-image.
- Their sense of worthlessness leads to feelings of guilt or shame.
- Their sense of powerlessness and lack of control lead to isolation, depression, or addiction.

## **Behavioral Traits of an Abuser**

People who abuse others are often in need of validation. They crave being able to control someone so they don't feel worthless themselves; their deep insecurity has led them down this destructive path. Abusers often have an over-inflated ego and feel superior to others. They will use this power over the victim to justify their selfish deeds. Abusers are also very adept at using guilt, shame, and blame to manipulate others for their own gain. They lack empathy and are unable to see anything from another person's point of view.

Finally, abusers tend to isolate their victims; they can't stand the idea of someone else thinking badly of them or not seeing them as superior. Abusers need complete control over their victims to maintain their high opinion of themselves.



## **Victim and Abuse Cycle**

In order to maintain control over the situation, the abuser needs to keep the victim in a perpetual state of fear. If the victim doesn't fear the abuser, then they may dare to leave the relationship. Keeping this control is dependent on keeping the victim in a psychologically weakened state. The frequency with which victims are put into this state varies from relationship to relationship, but abuse always includes some element of psychological weakening. The longer this process takes and the more powerful it is, the more effective it is in keeping victims under their abuser's thumb.

# **Characteristics of Victims and Target**

As a way of attracting and manipulating potential victims, sociopaths often target emotionally vulnerable people. They use persuasive language, such as compliments with an ulterior motive. They may claim to be in a similar situation or share the victim's secret desires. This increases a sense of trust and eventually leads to control and isolation. This can be referred to as "love bombing", which is when another person tries to fill your emotional needs by giving you all of their attention for them to gain access into your life. These people may seem to be perfect, but they're only masking their true intentions. It's important to remember that these people do not care about your feelings and emotions because it doesn't benefit them in any way. They simply have a goal in mind and will do whatever it takes to get what they want.

When being targeted by a psychopathic/sociopath, one will be subjected to verbal threats and physical abuse. The person may be brought into isolated settings or virtual reality where the psychopathic/sociopath can control them more easily. The isolated setting makes the victim feel like he/she is in a cage, trapped and less able to communicate with others. This isolates the individual from friends, family, work colleagues and even their own pets or animals. If one is married or in an intimate relationship with someone who holds this type of power over them, they can be manipulated into giving up all their personal information as well as their life savings.

Victims are often harassed by phone calls and texts from an unknown number. These messages can be harassing or insulting and are a form of psychological warfare. They may call at all hours of the night or day to harass you until you hang up on them. The harassing calls may be repeated over

and over until the victim answers. This tactic is called “repetition compulsion” or “sleep deprivation”.

Targeted Individuals have a significant problem with depression, which they often blame on themselves. Many times, they will look at their own behavior and try to find a reason for being targeted. It is important not to give this person the opportunity to rationalize your feelings and emotions away by acting differently around them, and you should avoid being alone with them as much as possible.

Targets are usually drained of their time and energy and become isolated from others. When this happens, there can often be a significant change in behavior: Targets may start using different vocabulary (newly acquired) or watching television in unusual ways (for instance, more crime dramas). They may also give up their hobbies and interests, which can include hobbies that they have had since childhood. This is often used as a way to make the target feel anxious with nothing to do. People who are targeted are often overwhelmed by thoughts of not being able to trust anyone again.

# **Key Areas in Your Life That Make You Vulnerable to Manipulation**

- 1.** Self-esteem and self-worth issues
- 2.** Emotional vulnerability or low tolerance of rejection
- 3.** Lack of personal boundaries
- 4.** Weak belief in your own strength and ability to make decisions on your own

If you agree with the above statements, you may be at risk for exploitation and manipulation from a narcissist, sociopath, or psychopathic individual. You may learn to recognize the signs or red flags beforehand. There is so much information available now on the internet about narcissistic personality disorder and how they operate that it may very well save your life in the future.

The most difficult part of working with a manipulator is that they will deny any wrongdoing or criticism, even when faced with undeniable evidence to the contrary. This gives rise to strong feelings of shame within you – don't be a victim! A manipulator wants you to believe that you are overreacting, exaggerating or imagining things, and they will try everything possible to make sure you feel this way because then they can continue their manipulation without hindrance.

In order to avoid manipulation, you need to establish a solid boundary in your mind. Do not allow yourself to be manipulated into placing blame on others. If your boundaries are breached, do not feel guilty for doing so - rather, feel proud that you protected yourself and maintained your integrity by standing up for yourself.

This is a very important point because an inability or reluctance to stand up for oneself can lead one to feel ill at ease and often leads the victim of manipulation into unhealthy "all or nothing" thinking.

# **How to Avoid Manipulation**

We all know that people can be manipulative and put on a front of being helpful, empathetic, and understanding. Sometimes they even project this aura of goodness to get what they want out of us. But not all people are like this, so it's important to be aware of how the world works in order to avoid being manipulated by others as much as possible. Some avoidance tactics:

## **Remember what you can do**

When people use manipulations against you, remember that you have control over your body and behavior - whether it's taking up sports or exercising regularly. This can be your way of saying, "I don't want to do this."

- Be aware of actions that may seem like manipulation
- This means that you have to pay attention and see through those fake attempts at getting close.
- Realize that some manipulations come from good intentions

Some people actually do care about what happens in your life and want to help you out. But not everyone is like this, so it's better to just assume the worst. If someone wants something from you, it's probably because they think that it'll benefit them in some way or another - if not now, then later on.

## **Develop a healthy relationship with manipulation**

If you feel uncomfortable being manipulated or your manipulator tries to hurt you, then it's best to cut them out of your life.

# Defending Yourself Against Manipulation

Manipulation is a powerful weapon in the battle for justice. It can be used to incite change, alter perspectives on legal or social issues, and shape society's expectations. However, as with any weapon, there are ways to prevent it from affecting you negatively, methods to avoid manipulation and defend yourself against it.

**Here are some tips on how you can protect yourself from manipulation:**

- **Reflect before reacting:** If someone says something that angers you or makes you angry enough to react impulsively, step back for a moment and take a few deep breaths before responding. More often than not, our emotional response isn't what's best for us when we're manipulated.
- **Do your research:** Know the facts behind a situation before you enter into it; unless you're an expert in all aspects of the subject, find someone who can provide you with more information about it.
- **Research other people and organizations:** Find out about any problematic groups or individuals that might be involved in an issue, and learn about their history. Research how they operate, what they've done in the past, and where their loyalties lie. This information could be invaluable if you find yourself manipulated.
- **Do not give control away:** Asking someone for help can be a source of manipulation, as it suggests that you are at their mercy. Instead, avoid situations where you cannot make decisions and call the shots for yourself.
- **Be aware of when you're being manipulated:** If someone is trying to manipulate you into feeling bad about

yourself or expressing feelings about an issue that you don't actually have, listen to your gut.

# **Manipulation in Marketing and Advertising**

Some companies engage in dark marketing techniques to get you to buy their products. They might use bad words like “sales” or “free” to invite you in, or they may distribute misleading statements about the price of a product after your purchase. When it comes to ads, dark psychology is often used in order to make consumers feel comfortable with buying a product before they have an understanding of what the product actually is. One way this happens is through testimonials that are not verified accounts. Another example involves the use of a “social proof” in which some person is shown to promote a product that you may not even know about.

Another example of dark psychology in marketing is behavioral targeting. Behavioral targeting is a way in which companies learn information on their consumers through tracking online activities to figure out what makes their customers tick. They can then serve up ads that target those specific consumers and entice them into making a purchase.

## **Dark Psychology as it Relates to Sales**

Another way you might have come across dark psychology in your life is through sales tactics. They will do this so that you feel more comfortable and so they are not afraid that you may walk away from the sale because of a price issue.





# Conclusion

Psychology is a broad field of study covering different topics. It also has different approaches and can be applied in different situations.

The main focus of this book was to analyze people with dark psychology in order to gain a better understanding of why they behave in such peculiar manners. It was found that these people are "advocates of violence and cruelty" who often go against the general opinion held by society about what constitutes as good or bad behavior.

The good news is that these people can be effectively treated with the right type of approach. Some people who have suffered the loss of a loved one, for example, may become overly hostile and aggressive in retaliation. People who are this angry usually turn their anger inward; however, through the help of trusted friends and good practices, they can learn to channel their rage into productive actions or learning experiences.

People who have suffered a serious loss in their lives should seek professional help to overcome their depression and anger issues caused by the trauma. This will prevent them from taking actions that do more harm than good and give them the tools they need to move forward in life.

This can help them overcome their destructive behaviors and find a way to lead normal lives free from anger, hate, resentment, and any other negative emotions.

In conclusion, it is a very useful tool in studying the psychology of those who suffer from dark psychology and will enable them to overcome whatever issues they are dealing with at the time.





**BOOK 2**  
**BODY LANGUAGE MADE**  
**EASY**

Interpret Anyone's Body  
Language With This Complete  
Bible. Get a Competitive  
Advantage on Your Interlocutors  
and Don't Be Deceived by Skilled  
Manipulators



# INTRODUCTION

We all know that body language is important. If we weren't told explicitly, we would probably assume it by watching other people or by just observing our own reactions to situations. Now that you know the importance of body language, what can you do? Read on to find out!

First things first: what is body language? Simply put, it's a set of actions in which your conscious and subconscious thoughts are let out through your actual physicality with the use of facial expressions and gestures. These range from embracing someone smiling at you warmly after a conversation to scowling at a cashier who is not giving you back change after making an error.

When we are children, our parents teach us how to communicate through body language. So when we grow up, through trial and error, we eventually learn how to use it effectively in social situations. Of course, as you get older, the games you play with your friends become more complicated and require more body language effort than your childhood games! So what's the big deal? We know that there are certain gestures that people normally have when they want to give off the impression of confidence or shyness. But other times those gestures may be interpreted as signs of dominance or control. Both of these examples are useful depending on whether you're trying to come across as confident, or whether you want to keep control of the situation.

There are many different body language gestures, but we're only going to cover a few. We'll start with hand gestures because hand gestures are the most common and versatile. Perhaps you've seen someone at a party hold his or her fingers up in an "ok" symbol? You may have seen this

person talk to a person that he or she doesn't know very well and the stranger feels a little more comfortable. Why? Because of the meaning behind this gesture. When you touch the tips of certain fingers together, it's said to indicate that you want to establish a reasonable and cooperative friendship. When you put the index finger and pinky together, it shows ambition and power. The pinky finger is smaller than the other fingers which gives it more refinement making this gesture perfect for showoffs. The thumb and pointer finger show dominance or control, especially when used with a scowl or frown. You can use this at work when you're trying to achieve something that may not be an easy task (for example: getting your manager to approve an extended vacation). Start by holding up your pointer finger to garner attention and then holding up your thumb at a 90-degree angle so the person knows what it's about.

Using your hands to grab a person's attention is also very useful, especially if you're trying to get a waiter's attention at a busy restaurant after waiting for your food for too long. Basically, using your index finger to grab someone means you want something and are not afraid to assert yourself. On the other hand, if it's an open hand gesture then you're more willing to be patient and don't mind waiting around.



# **Chapter 1**

**FO  
UR  
TY  
PE  
S  
OF  
BO  
DY  
LA  
NG  
UA  
GE**

## **Type 1: Upward, Light Animated**

This is the type of body language that many people use when they're excited or happy. They may tap their palms on the table, bounce up and down in their seat, or clap their hands together.

## **Type 2: Fluid, Flowing, Soft**

These individuals are proactive in their use of body language rather than reactive. They move and alter their posture quickly, not only to increase comfort but also to anticipate the next step in a conversation or scenario.

For example, when meeting someone for the first time, they might adjust themselves in their chair before speaking or shift uncomfortably and then say "Sorry!" This is an example of someone using Type 2 Body Language. Type 2: Fluid, Flowing, Soft, Flexible aspires to be comfortable with their environment. They tend to like large spaces with plenty of space to maneuver so they usually gravitate towards living with others as well as working from home more often than not. They like to change their surroundings and, by extension, themselves often.

## **Type 3: Active, Reactive, Substantial**

When people feel nervous or are in a crisis situation, their body language may change substantially. Their movements become more exaggerated and less controlled. They may crouch or fold their arms over their chests while also extending their legs. Their gestures become more emphatic, as they throw punches with one hand and pull back as if to ward off an attacker with the other. They may cling to someone for support. When they are engaged in arguments, they may wave their hands around and loudly make direct eye contact with whoever is speaking. When they want to get a position across, their movements become more fluid and animated. They also may talk at an even quicker pace. All of these changes in their body language are seen as attempts to portray themselves as being in charge of the situation and are used in an effort to make up for the fact that their words may not be convincing.

## **Type 4: Bold, Constant, Still**

This is a tough type of body language to master, but it can be incredibly effective. People with this type of body language are always confident and never seem to waver in their beliefs. They are also ever-confident and constantly in motion: they never stop talking, walking, or moving. One way these people express confidence is by holding their heads high and walking with a purposeful stride. People will automatically feel good around them, so this is a great type of body language to use in public or with strangers.

One note of caution: people with this body language type must be careful not to come across as arrogant; otherwise, they will lose out on many opportunities. If you have this type of body language, then you already know how to express confidence and success, which is a great start! It's important to recognize that there are times when it's appropriate and times when it's not.

Example—Amy is the ultimate example of this body language type, which is why she's often asked to give speeches and has been featured in many commercials.

## **Chapter 2**

# **THE IMPORTANCE OF ANALYZING PEOPLE**

Follow me as I show you around an interesting topic that I like to call: The Importance of Analyzing People. There are many different reasons why people might analyze others, some being more subtle than others. That's what this book will go into detail about—it's going to outline the most common methods of analyzing people and what they can tell us.

To start off, let's take a look at one of the most common ways in which we analyze people—body language. Body language pertains to how a person carries themselves and portrays themselves in a certain situation or location. You may have been to a party and seen attendees who were overdressed and others who were underdressed—it all comes down to how a person's body language shows that they view the party.

Another way in which people might analyze others is through reading facial expressions. The psychology of each human face is complex, but most people are familiar with the different types of smiles: a smile with teeth, a smile without teeth, etc. We can also read the expression of anger as well as sadness or even pain. It's easy to tell when someone is comfortable or uncomfortable in their surroundings and these are all things we can pick up on by simply analyzing people!

Now let's move on to the next point.....is a method called prediction and decision-making. This is one of the more

broadly applicable methods of analyzing people, because it tells us what we can expect to happen in the future. Before making a decision, people often ask themselves questions like, "Isn't this going to put me at risk?" or "Will this benefit or harm me?" it's likely that they will analyze others before deciding on any kind of action.

# Analyzing People by Judging Others

Now let's talk about the last method we'll discuss today: Judging others based on how they look—specifically their body features or physical appearance. These are things that we often take very seriously, and we have a tendency to base our opinions on how others look. If someone has a tattoo or ear piercing, we might automatically follow their lead; if someone is overweight, then we might treat them differently as well.

But what does this all mean? Well, when it comes to judging others based on how physically they look, and whether or not they are attractive, it's important to understand what it means to be attractive. It goes beyond how well a person speaks or dresses. The goal is for you to understand why people make the judgments they do about people physically and what that means for you.



# **Chapter 3**

## **PERSONALITY VERSUS CHARACTER**

Personality is a measure of how we behave when we are on our own. Character is a measure of how we behave when other people are present or when something important is at stake.

Personality and character define us as human beings, they make us unique, but one will always be more prominent than the other. This makes it easier to do things you don't want to do because of your personality if you're willing to trade in that part of yourself for the sake of others or themselves. Our personalities can also affect our chances in life because people have different strengths and weaknesses; these traits will set some people up for success and others for failure.

Following are examples of folks who were successful despite their natures. They are all individuals that have been successful in their careers, but not necessarily in their personal life.

Gandhi - "I do not consider myself a great soul, but everyone seems to think well of me." Mr. Gandhi was an influential man in the world because he was willing to suffer for the sake of others and he did what he thought was best for India as a whole, regardless of how it affected him personally. Often when we hear about him, we applaud his personal decisions, such as staying seated during the 1963 London protest against British rule of India rather than

willingly meeting with British leaders and delivering an impassioned speech against their actions. That shouldn't be the measure of our view of him, however. The man also had many personal problems during his life, such as his eating disorder and alcoholism. Gandhi was a very complex man who created a legacy through his actions while also contributing to those around him.

Bob Dylan - "You don't need a weatherman to know which way the wind blows." Mr. Dylan is one of those people we assume has a wacky personality and who is an "outsider" by being someone we aren't familiar with. He was a protest songwriter who relied on his music to express what he felt was important. He also had an alter ego, which we don't know much about, but there are lots of stories out there about this mysterious man who wrote songs for a number of famous people. His music was complex and full of symbolism while also being able to appeal to everyone because it told stories we all could relate to on some level.

Personality can also be connected to our age because we only age half as much as others do. This means that we all have a set age where our development is complete and our personality begins to change shape in order to fit with things like marriage or childbirth. It also means that there are people who have outgrown their personalities and are not growing or changing with time.

Kyle is a good example of this because he has no qualms about killing others using his personality that makes him a great assassin. He is a cold-blooded killer, but he is also able to accomplish things that other assassins would be incapable of doing based on their own moral compass. That's just how his personality works and if it were any different, it wouldn't be him.

Our personalities can either be a helpful or harmful force in our personalities. It's up to us to determine how we will use our differences to benefit us rather than harm us.

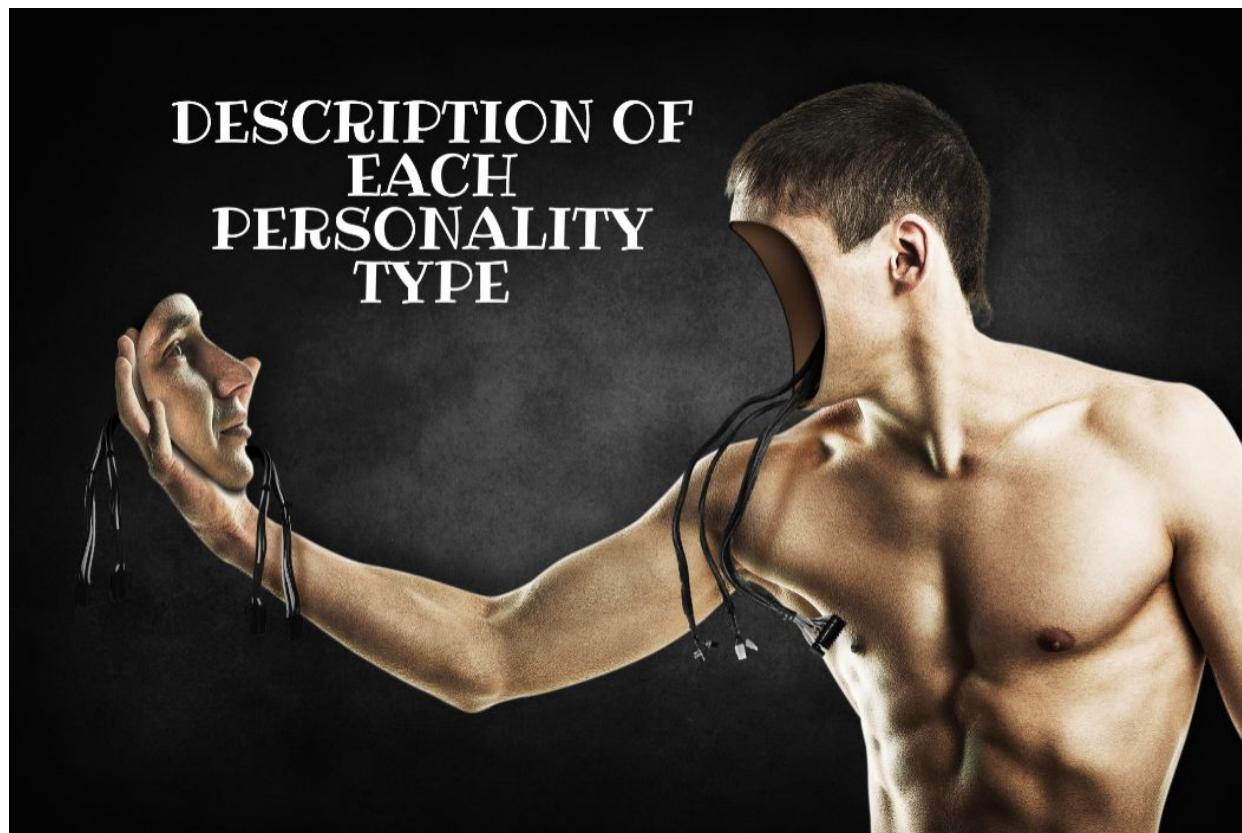


# **Chapter 4**

## **TECHNIQUES VERSUS PRINCIPLES**

They say the eyes are the window to your soul. But what do they say about how you carry yourself? Body language is a huge part of communication, subtle as it may be. In this, we'll take a look at techniques versus principles on body language and how you can use them to your advantage. We'll also throw in some examples for good measure!

It's been proven that those who have a better grasp of body language, or who can interpret it accurately, have higher chances of getting their desired outcome. This is also true with potential employers—if you know what they're thinking their thoughts can give clues to what actions they'll take next. Merely observing body language can help you to pick up on what they're thinking, but much of their communication is derived from subtle movements. Here are some examples of the difference between the two types of communication:



To get a conceptual understanding of this, it's important to understand that we all have certain actions we do unconsciously and others we do consciously. Deciding whether something is a technique or principle takes you out of the moment and can cause problems in your job search:

The usefulness of this information has increased more than ever with technology today. There are programs that are able to read the body language of the person holding the keypad of their computer, for example.

While many people think of this as science fiction, the real-world applications are very real. Some of these programs can even pick up on your feelings for example! There have been studies done on how people who have anxiety read body language. It has been found that women with anxiety symptoms will focus on more gestures that indicate closeness, while men often focus on more hostile gestures. The conclusion is that these symptoms can be more easily

recognized by others with this knowledge about your tendencies.

When you are comfortable or nervous, there are certain ways that you will stand. The most common of these "tells" is the facial expression. Studies have shown that when our bodies are in a stressed state, our shoulders tend to mimic this state as well. For example, if someone is nervous, they will perk their head up more and look with their eyes more at the person they are talking to instead of looking downward or off to the side.

The most common body language 'tell' is eye contact. If you want to know if someone likes what you're saying, look for them trying to make more eye contact with you. If they are looking at you more it is a sign that they are interested in what you have to say. If they are not making as much eye contact, this means they are not engaged. Another way to tell if someone likes what you have to say is by watching their reactions. If they are nodding along with your ideas, their body language shows that they find them agreeable.

It is most likely that the most accurate interpretation of body language comes from coupling techniques with principles, which will allow you to achieve a deeper understanding of the situation you are in. By integrating techniques and principles into your life you can improve your understanding of yourself and those around you. By applying this information, you will be able to find out more about yourself. Thus, increasing your chances of success.

Techniques are designed to help us with day-to-day activities. Principles are designed to help us decide what we should do when we don't have a specific action in mind.

Our techniques come from our personality and the environment we were raised in while our principles come from our culture and religion. These things don't have

anything to do with each other, so there is a chance that they will conflict with each other because one was developed after the other. The best way to learn about someone is to see where their conscience lies by using what they said and did as a reflection of their personality over time, rather than an isolated incident that only shows them being kind or being mean.

For example, every person's conscience is likely to blame others for what they do and to blame themselves for failing at something that could have been avoided. This makes it easy for us to locate where their personality and conscience lie by the way they handle themselves when they fail at something because we can see their attitude toward failure. If we all failed, we would likely agree that we're all failures. Someone who blames others often will make excuses as to why something happened as opposed to taking full responsibility for their actions and learning from those mistakes. If someone blames others for their own mistakes, chances are they also need other people in order to survive or feel whole as a human being.

Our personalities are what show our true nature.

We are not who we say we are, but what we do can tell us how to act.





# **Chapter 5**

## **“APPEAR TO BE” VERSUS “ACTUALLY BE”**

For a long time, we've been conditioned to think that false appearances and small details are more important than what is actually going on beneath the surface. This is especially true in dating and social situations where it's easier to say you like someone, or find someone attractive, than it is to actually reveal your true feelings.

If you're really looking for something genuine, the most important thing about you is what is actually going on inside your head.

That's right; when it comes to true feelings and emotions, appearances don't matter at all. While you may be interested in someone attractive, the true factors behind your attraction are how they make you feel when you're together and how they treat you. And while looks are important, if both of those things are positive, it doesn't matter if you're ugly (or even if he or she is).

This doesn't mean that I don't believe appearance isn't—it definitely is—but what matters most in a relationship is not how much one person looks like the other person but how well they work together. The two go hand-in-hand with each other and while physical attraction certainly matters, what really matters most is your connection as a couple.

For example, if you're in the mood for a snack and find a box of candy that looks appealing, would you ever consider eating it or putting it in your pocket to enjoy later?

The same applies to relationships. Regardless of how attractive someone looks, if things don't feel good on the inside, then there really is no point in continuing to get involved until both parties work on developing an emotional connection with each other. While we've all heard the saying that chemistry is important, it is a really important factor when it comes to relationships. Moreover, without chemistry, you don't even stand a chance of having a healthy relationship in the long-term. Of course, you should not forget the really top important things such as common ideals, long-term projects, true love revealing also in difficult moments, creation of a stable family, having an intense cultural and spiritual understanding.

Even if you feel great chemistry with someone and both parties agree that love "exists," how can two people have a long-lasting or healthy relationship without chemistry? They can't. Chemistry is key to personal happiness and without it, you don't stand a chance.



# **Chapter 6**

## **WHAT PERSONALITY REVOLVES AROUND VERSUS WHAT CHARACTER REVOLVES AROUND**

This chapter looks at the different types of people that revolve around a specific personality. There are four combinations: someone who revolves around someone else, two people who revolve around one another, two people who both revolve around each other, and finally two people revolving around themselves. The person or character being studied is the one that is "more 1" of the four options. For example, if you're more an introvert than an extrovert then you would be described as more '2.' If you're more adventurous than inspired then you would be described as more '3'. If you're more inspired than adventurous then you would be described as more '4'. If '5' is the character on the line and you're standing in front of yourself then you are most likely very self-centered in meaning too much about yourself. However, if '6' is the character on the line and you're in front of someone else then you're most likely very self-centered.

During tests it was found that during well-animated scenes people would have a tendency to look at their own body but not their other body's, this was a definite sign that they are thinking more about themselves than about another person or character. This is very common for the first type of personality. This also means that the person who is more self-centered is not necessarily someone who thinks only about themselves. Instead, they are thinking about themselves and then think that they won't like what they

see so it's better to think things over before acting. In practical terms this means looking at a mirror and thinking to yourself, "Am I good enough?" or "Is this what I want?" or "Will I like myself after knowing myself better?"

The second type of personality revolves around another character much more often than the first type. One possible reason for this is because they don't want the other person to feel left out in any way and so are constantly involved in them. This does not mean that they are constantly involved in another person, it means that they think about another person often when trying to figure out what they want to do and be in life. This could be a sign of weakness and insecurity which is any way unhealthy. However, if the second type of person is very interested in other people, then this could mean that they have some really good qualities about them that need to be discovered.

The third type of personality revolves around both others and themselves at different times. It depends on what the situation requires because one second, they're interested in someone else, the next moment they think about themselves. This is also a sign of lack of strength and insecurity because it shows a lack of control over their own actions. It shows that they don't know how to take control of their own life. If they do have the power to control their life then this is a sign that they have control over themselves and how they follow through with actions.

The most common personality to use is the first type of personality because it's very common in real people. The first type of the four types revolves around other people or characters more often than they revolve around themselves. The second type of person revolves around others more often than he or she revolves around himself or herself. The third type of person revolves around others and

himself/herself at different times than he/she revolves around others or himself/herself.





# **Chapter 7**

## **WHAT CAUSES SPECIFIC PERSONALITY TRAITS**

The following is a list of common personality traits and what they may be caused by:

- Anxiety can be the result of a traumatic event, or it can be passed down genetically.
- Determination is dependent on several factors, such as upbringing and genetics.
- Extroverts gain energy from being around others; introverts feel exhausted after being with people for a long period of time.
- Empathy comes from raised awareness about how others are feeling, either through personal experience or observing other people's experiences.
- Fear is the result of a traumatic event, genetics, or a negative mindset.
- Honesty is an internal compass about whether something is wrong or right; it can also stem from how someone was raised.
- People who are shy are introverts and are uncomfortable in social situations.
- Openness comes from being exposed to different kinds of people and experiences throughout life.
- Self-Esteem is influenced by one's background, upbringing, and internal value system.

- Stress comes from an accumulation of negative events in life.
- Trust comes from having only positive experiences with other people.
- Vulnerability comes from being raised by parents who are victims of trauma, abuse, or neglect.
- Wishes are what you want to happen but can have a negative influence on the person who has them if they aren't met.

The effects of personality types and the causes of personality traits can be difficult to determine and understand.

Though there are certain challenges that come along with having certain personality types or exhibiting certain behaviors, personality traits have a significant role in an individual's development and overall happiness. As people mature over time, they can gain control over the negative characteristics of their personalities. For example, a person may learn to accept that he is an introvert and enjoy social events even if he is uncomfortable being the center of attention. Or, a person with a pessimist mentality may be able to look at situations in more positive ways so that he does not get bogged down by negativity.

The tendency to have certain personality traits is sometimes inherited. For example, people with dependent personalities are more likely to have parents who struggle with stress and anxiety. This may explain why the tendency to be introverted is more common in certain families than in others. Other traits are learned through the development and can therefore be changed over time through experience and proper guidance from one's family and peers.



# **Chapter 8**

## **AM I AN INTROVERT OR AN EXTROVERT?**

The answer to this question is not black and white. Introverts can possess extrovert qualities and vice versa. But most importantly, it's ok to be introverted or extroverted; everyone has their own personality traits that make them unique.

Below are a few of the characteristics associated with each personality type:

Introverts tend to have more self-control, they think before they speak. They enjoy their alone time and need less human interaction in order to be happy. Extroverts are often more easily agitated by being alone for too long, as well as feeling uncomfortable without being able to express themselves verbally with other people around them.

What is the biggest misconception about introverts?

I often hear people say that introverts are shy, and this is not true at all. Introverts are simply quite content with being alone, which causes them to feel less social anxiety or discomfort when they are around others. They are more likely to be introverted because they prefer solitude over spending time with other people, rather than the absolute necessity of it in order to feel happy!

How do you know who's an introvert and who's an extrovert? A person can be both extroverted and introvert at the same time. People shift in which type they are most of

the time. If a person is outgoing, it doesn't mean they're not also introverted; or if they're quiet, it doesn't mean they're also extroverted. Who people really depend on what's most comfortable for them at that moment.

Introversion is the state of being inwardly focused, attentive to one's own thoughts and feelings, and preoccupied with private affairs over which one has little control. Introverts tend to think before they speak. They enjoy their alone time and need less human interaction in order to be happy. They tend to speak quietly and slowly. Extroverts, on the other hand, are often more easily agitated by being alone for too long, as well as feeling uncomfortable without being able to express themselves verbally with other people around them.

There is a lot of debate over whether introversion and extroversion are real or not. Some say that it is the same thing as shyness. Being an introvert does not necessarily mean that you have to be shy; you can be outgoing and still be an introvert. As society changes and people begin to grow up, it is becoming more common for fearful introverts to be able to be themselves.

Extroversion is an outward expression of an individual's state of mind. It can range from being extremely outgoing and bubbly, to extremely shy and withdrawn. Extroverts tend to think before they speak. They enjoy their alone time and need less human interaction in order to be happy. They tend to speak quickly, easily excited by external events and superficial activities. Introverts often prefer spending time alone or watching television or reading a book; however, they like being forced into situations where they must communicate with other people that are not their close friends or family members.

Extroverts can be shy. If they are not outgoing, they are not necessarily introverts. Shyness is not the same as

introversion; being an introvert means that you are comfortable being alone and being an extrovert means you feel more at ease when you are with people. Introverts have trouble finding social groups to fit into, but it doesn't mean that they should be in a group where everyone else shares the same interests; rather, it is important for them to find a group where their unique personality traits can shine in a positive way. An introvert might enjoy hanging out with an extrovert who has a very open character. An introvert might feel more comfortable talking to someone who is like him in particular ways.

When an introvert is in a different environment, they can become so overwhelmed with the fact that they were forced into speaking that they lose themselves and forget what they are trying to say.

Extroverts feel sad when left alone too long, therefore being around others makes them happy. They become anxious when alone for too long; however, being around others does not make these feelings go away. They feel happy when they communicate with others, although they have a hard time showing it. Extroverts and introverts are not the same. Introversion is being comfortable with oneself, and accepting of oneself; extroversion is being outgoing. Introverts are not always shy or retiring, just different than extroverts in their own ways.

Extroversion is an outward expression of an individual's state of mind. It can range from extremely outgoing and bubbly to extremely shy and withdrawn. Introverts are not always shy or retiring, just different than extroverts in their own ways. Extroverts become bored very easily; if they must be alone for too long, they become anxious or upset. Introverts are not bored by being alone for too long. They can become anxious or upset if forced into situations where

they don't have an opportunity to communicate and be themselves.

Introverts are very quiet and reserved as a way of self-preservation, which can also lead to appearing shy. They could be introverted simply because they like doing things by themselves, or because they dread the idea of other people and what may happen if they spend time with them.

Extroverts are loud, often very talkative individuals that enjoy interacting with people and having fun, especially when socializing or out in public. They are more comfortable in groups and can become easily annoyed, agitated, or upset when they are alone for too long.

Extroverts tend to be centered around the here and now: not considering the future, but simply living in the present. As extroverts gain excitement from external sources such as television or movies, it is difficult for them to remain focused on talking to other people. Introverts generally enjoy solitude; however, if they have something interesting or thought-provoking that they'd like to share with another person, they will do so for the purpose of enriching themselves and their relationships with others.

They tend to become irritated or agitated when placed into a situation where their physical needs are not being met. It is important for introverts to find quiet spaces where they can relax and re-energize for a time. As far as socializing, extroverts tend to engage in dialogue with others more easily and feel more comfortable doing so than introverts do. Introverts tend to enjoy having a deeper, more meaningful conversation with others and taking time to get to know the people they are conversing with. It is important for introverts to realize that it is not necessarily the situations which they prefer, but rather the people who inhabit them.

Extroverts generally feel most comfortable when in situations where they can be around other people. They can become easily aggravated if not given enough time to interact with others on a daily basis. If an extrovert can be alone for too long without being able to talk or talk over the phone, he or she may fall into despair, feeling empty and unhappy. However, if he or she is able to get back in touch with other people and re-energize, he or she can actually feel excited and renewed.

Extroverts are more likely to be able to tell when they are tired and need time to rest. They tend to become irritated or agitated when placed into a situation where their physical needs are not being met. Introverts tend to enjoy time alone; this can cause them to become fatigued more quickly because they don't generally get their energy from being around others as much as extroverts do. It is important for introverts to find quiet spaces where they can relax and re-energize for a time.

However, it is also important for introverts to realize that it is not necessarily the situations, which they prefer, but rather the people who inhabit them. Introverts tend to enjoy having a deeper, more meaningful conversation with others and taking time to get to know the people they are conversing with. Extroverts tend to feel more comfortable when in situations where they can be around other people. They can become easily aggravated if not given enough time to interact with others on a daily basis. If an extrovert can be alone for too long without being able to talk or talk over the phone, he or she may fall into despair, feeling empty and unhappy. However, if he or she is able to get back in touch with other people and re-energize, he or she can actually feel excited and renewed.





# **Chapter 9**

## **PERSONALITY TYPE**

### **Dominance**

Dominance is a style of leadership that is based on the desire to be in control and take charge. Dominants make decisions, take control of a situation, and have well-defined roles with clearly defined boundaries. They value tradition, consistency, predictability, and efficiency; they are aware of their own abilities and emotionally detached from what they do. As an introvert who enjoys time spent alone with familiar activities such as reading or making art or music—I identify as a dominant personality type (INFJ).

Introversion can often go hand in hand with dominance as people tend to seek more time for self-reflection. We also tend to be more motivated by social systems or the idea of a cause, and not by individual achievement, as I feel that would leave us unsatisfied. This preference for social systems has encouraged me to look into the Myers-Briggs Type Indicator (MBTI) and its application to understanding human behavior.

The objective of this essay is to explore the Myers-Briggs Type Indicator and how it fits into my life. For your convenience, I have taken some time here to briefly describe my personality test results.

My preferences are for sensing (S), which leads to the type preference of ISFJ. I am an introvert who enjoys time spent alone with familiar activities such as reading or making art or music.

My weaknesses are in intuition (N), which gives me a preference for INFJ. I have an active mind and can easily become distracted from what's immediately important to my life, such as my job or family. I have trouble remembering long-term projects due to this lack of focus.

Although these may seem like weaknesses in everyday life, they are actually strengths for an INFJ leader who understands that balance is needed for success in the world.

This Myers-Briggs test that I took was a preference for ISFJ vs. a preference for INFJ. The test uses letters to categorize your personality type based on the four preferences identified: Extraversion (E), Sensing (S), Intuition (N) and Feeling (F). The average personality type, which is roughly split equally among the four preferences is ISFP—Introverted, Sensing, Feeling, Perceiving. However, with this Myers-Briggs test, there are no hard and fast rules. It seems as though every time I take an MBTI personality test my results vary between INFJ and ISFJ.

# Influence

Influence is a word that is often used in marketing, but what does it actually mean? What influences how people behave and interact with one another?

The answer to this question is personality type. Personality types are dimensional models that use one preferred way of thinking or acting as the basis for understanding an individual's preference for interacting with the world.

There are typically sixteen personality types, along with a standard four-letter abbreviation where each type is rated on how much they prefer using the dimensions of Extraversion (E), Agreeableness (A), Conscientiousness (C), and Neuroticism (N). These dimensions show up in many other places such as Myers-Briggs Type Indicator or Socionics among others.

The four dimensions are:

Extraversion (E)—relates to the degree of external focus. People who score high for Extraversion (E) tend to enjoy being with other people, seek excitement and stimulation through new activities and experiences, tend to enjoy the limelight, and may have a wide circle of friends; those who score low for Extraversion (E) also tend to prefer solitude and solitary activities, as well as reserve their energy for important matters only. Extraversion is sometimes seen as synonymous with sociability. This can be contrasted with Introversion (I), which focuses more on internal-world activities such as reflection or deep thinking.

Agreeableness (A)—relates to the degree of compliance and flexibility in interpersonal relationships. Agreeable people tend to be comfortable with the customs and norms of societies, tolerate others' differences, pleasant to deal with,

compassionate, unselfish, generous and forgiving. They are cooperative, diplomatic and will go out of their way to accommodate others. Conversely, they are often seen as gullible or weak-willed. This can be contrasted with the independent nature of Sensing (S), which focuses more on personal lines such as self-sufficiency.

Conscientiousness (C)—relates to the extent that a person is reliable and dependable. Conscientiousness (C) is also one of the "Big Five" factors in the study of human personality. People who score high for Conscientiousness (C) on this scale tend to be efficient, dutiful, self-disciplined and organized. Those who score low on this dimension tend to be seen as unreliable, lacking in self-control, or inconsiderate as well as sloppy.

# Steadiness

Steadiness is the key to the ISTJ personality type. ISTJs are known for their dependability, competence, and thoroughness and often get mistaken for extroverts because they enjoy people so much. Unlike their introverted counterparts, however, ISTJs need time to recharge in relative solitude before they can jump back into social scenes with vigor.

One of the most interesting things about this personality is that it's a rare combination of two completely contrasting types: introversion and extraversion. It's not just reserved for one or the other; instead, it rests somewhere in between the two extremes—making it a lot more balanced than other types—giving them a leg up when things get tough.

ISTJs are the most introverted of all the extraverted types, which means they get their energy from taking it all in. They do so by observing their environment and collecting internal information to help them make sense of everything around them.

They're also very organized, another trait that makes their lives more livable. They tend to plan out everything in detail, which makes them experts when it comes to getting work done quickly but responsibly.

ISTJs are also dependable. They tend to be loyal and honest, and they're conscientious enough that they make sure their duties are perfectly completed. This is what makes them so proficient at everything from managing people to running a household.

They're very much like the reliable friend you can count on because they work hard even in the face of risk or danger, which can come easily to other introverts. They also possess

an inherent sense of duty that's helpful when it comes to taking responsibility for their actions. What's more, ISTJs do not enjoy taking risks unless they have some kind of reasonable guarantee that the effort will pay off later on.

ISTJs are extremely logical and methodical. They don't like to make hasty judgments, and they're prone to making long-term plans which are well thought out and well prepared. This makes them very dependable in business settings.

# Conscientious

Conscientious is one of the sixteen personality types, and is one of the two classification categorizations. The personality trait that separates consciences from other people is their desire to do things well and to be as productive as possible.

Specific characteristics of a conscientious person include being hardworking, organized, and devoted to being able to reflect on what they have done each day. They want to be sure they have done the best job possible in anything that has been given to them. Conscientious people are usually very accurate in their work, and they have a need to be up-to-date with new information. They tend to be detail-oriented and they tend to think about the future more than ordinary people do.

Consciencess overall value working hard and doing their best. They enjoy learning new things, and they dislike situations that cause them to be lazy or incomplete in their work. There is also a general sense of satisfaction when they can complete a project or task from start to finish.

Consciencess are usually organized and precise in what they do because it is an important part of being able to get things done well. Their characteristics often include the ability to analyze and solve problems, as well as having a high sense of responsibility.

Consciencess are self-motivated, dedicated, practical and conscientious. They are also very good at problem-solving, dependable and successful. Many say that they are self-disciplined and serious-minded in what they do.

Personality traits that characterize conscientiousness include dependability, integrity, dedication to work, self-discipline and responsibility. They can always be expected to



work hard in whatever task or project is put before them because of these traits.

Consciences also tend to set high standards for their actions and their behavior. They can be upset when others do not hold themselves to the same standards that they hold themselves. They want those around them to have the same dedication and focus that they do so that people can finish projects together.



# Chapter 10

## DESCRIPTION OF EACH PERSONALITY TYPE

- **ENFP:** ENFPs are outgoing, enthusiastic people who love to talk to others and are generally viewed as fun hosts or friends. They often appear childlike with their thirst for excitement, new possibilities and people. Interested in understanding what motivates people and what drives them, they can come across as manipulative or even controlling. Often enjoying the company of others more than spending time alone, ENFPs can be quite social butterflies that connect with a variety of different people from a range of lifestyles due to their flexible nature and unconcerned attitude towards rules or social norms.
- **INTP:** INTPs tend to be highly imaginative individuals who love spending their time theorizing about ideas in abstract spaces. Highly intelligent and naturally curious, they tend to ask a lot of questions. INTPs live in their heads, enjoying their own ideas and critical thinking over social interaction. They tend to be private people who like to spend time by themselves or with a few close friends where they can freely express themselves and process information.
- **ISFJ:** ISFJs are responsible, kind-hearted individuals who enjoy looking out for others and helping them out. They use their ability to sense what others might need to take care of the needs of those around them—even before others realize that there's a problem. ISFJs care deeply about their families and loved ones, putting forth

extra effort for the sake of those that they feel connected to. They usually prefer to spend their time with friends and family, rather than socializing on their own.

- **ENFJ:** ENFJs are warm, caring individuals who are very concerned about the happiness of others. With a huge capacity for love and good relationships, they enjoy being in charge of those around them. ENFJs want to make sure that they're taking care of everyone else and viewing themselves as responsible for making it easier on the people around them. When deciding what to prioritize out of their own work or themselves, they are always thinking about how it can affect the happiness of others around them.
- **INFP:** INFPs are people who value personal freedom above anything else—both in thought and action. They care deeply about things that they're personally interested in and can get very passionate about their own interests. While not the most social people, INFPs are caring to those close to them, especially when they feel like they've found someone who understands them on a deeper level. They're idealistic individuals who see intense beauty in their own ideas and feelings.
- **ISTP:** ISTPs tend to be logical and practical people who place a high priority on structure and efficiency. They are down-to-Earth people who enjoy working with their hands or fixing mechanical devices, but can also be restless and unpredictable at times. They love trying new activities and can sometimes seem more like an adventure-seeker than a traditional, practical thinker with their spontaneous attitude.
- **ESFJ:** ESFJs are warm, sociable people who enjoy being in charge of those around them. They're very giving and often consider themselves a source for the happiness of others. While they can certainly be there for others in an empathetic way, they're more focused on giving practical or

useful advice to help out those in their lives. ESFJs tend to be hard-working people who have very high expectations of themselves and are usually seen as spontaneous or exciting companions due to their easygoing nature.

- **ISTJ:** ISTJs are practical, structured individuals who place a high priority on efficiency, structure and order. Although they're not the warmest or nurturing people around, ISTJs enjoy being in charge of those around them and tend to be good at organizing things because they want to make sure that things are done correctly and easily for the people around them. They're typically low-key individuals who prefer to stay out of the spotlight and focus on working or managing tasks from behind the scenes.

- **ENFJ:** ENFPs care deeply about others—both friends and family—but are also very emotional individuals with a strong desire to be fair and proper in their interactions with them. They're usually energetic, outgoing individuals who enjoy spending time talking to new people and making them feel welcome. ENFPs can be very lively and high-spirited people who are usually gregarious and social, but will instantly become extremely irritated if they feel like someone's being inconsiderate about a matter that is of importance to them.

- **INFJ:** INFJs are driven individuals who take a lot of pride in their sense of logic and desire to analyze things thoroughly. Although they care deeply for others, they are also highly disciplined with their emotions—never allowing themselves to lose self-control or let others walk all over them or take advantage of them in any way. INFJs are deep thinkers with both a high sense of empathy and a high sense of drive to always be moving forward in life. They usually take their relationships very seriously and can become very deeply hurt if they feel like someone's being inconsiderate or dishonest towards them.

- **ISTP:** ISTPs can sometimes seem detached or aloof, but this is because they are often focusing on their intuitive thoughts rather than what's happening around them. They don't care about talking or socializing—they care about using their hands to solve problems for themselves and get people out of their way so they can do so. They can be focused on their own goals and have very little patience for people who are not focused on their own goals, so they have a tendency to sometimes keep things to themselves.
- **ESTJ:** ESFJs are caring, reliable individuals who are very much in charge of those around them. They're usually warm, friendly people who enjoy showing others that they care about them and make friends easily. But ESFJs can also be extremely serious about things they believe in and will work tirelessly for things that they care about—including family as well as their loved ones. They often appear principled and straightforward, but underneath this cool exterior is a very warm and compassionate individual who wants others to always feel happy and supported.
- **ISFP:** INFJs are driven individuals who take a lot of pride in their own sense of logic and desire to analyze things thoroughly. They can sometimes be intense individuals who don't always make the most pleasant relationships—especially on the romantic side - but they're usually very passionate about their careers and what they believe in. INFJs are usually very intuitive people who are often seen as being mysterious or private, but this simply stems from their focus on logic and analysis above all else.
- **ESTP:** ESTPs can be extremely caring people with a strong desire to help others and give them the best situations possible. They're usually fun-loving individuals who enjoy the attention and high parties that they tend to get while they're in their lives. ESTPs are naturally

gregarious and extroverted people, but can sometimes seem a bit dismissive of others around them. While they're charming, salty people who have a lot of fun during their time alive, they can become frustrated with those around them when they're not on the same wavelength.

- **ISFP:** ISFPs are emotional individuals who place a great deal of importance on being genuine with those around them—especially when it comes to matters of the heart or their own deep feelings about things. They're very passionate people who often become easily frustrated or hurt if they feel like someone is being dishonest or inconsiderate. They can have a tendency to be quiet and shy in social and romantic situations, but can also be extremely enthusiastic and outgoing when they're around those who attract them.

- **ESFP:** ESFPs are highly active individuals who enjoy traveling, meeting new people, trying new things, and working hard to make sure that they make the best of their lives. They can often seem carefree individuals, but this simply stems from their non-stop attitude towards life itself—rather than a lack of importance on their own feelings. ESFPs are very loyal and devoted individuals, who work hard to please their loved ones and keep them happy. They believe in having fun and enjoying themselves, but they also believe in showing others that they care about them and will stick out for their interests until the end.

- **INTJ:** INTJs are incredibly private individuals who don't enjoy allowing others to get too close to them because they feel like it makes it easier for people to take advantage of them. While they're extremely intelligent individuals with a clear focus on logic and problem-solving, INTJs also have a high sense of empathy towards other people—especially when it involves solving another person's problem or helping them achieve their own personal goals.

# **Chapter 11**

## **READING BODY LANGUAGE**

### **Kinetics**

Kinetics can be used to read body language and detect whether someone is lying or not. This chapter explains what kinetic reading is, how someone can use it, and the situations where it could potentially prove helpful in detecting deception.

### **Facial Expressions and Micro-Expressions**

"When we communicate, most of what we do is with our face. Facial expressions and micro-expressions are the complex language of human emotions. You can tell a lot about what someone is thinking by watching their face."

**Facial Expressions:** Facial expressions allow people to communicate much more than words ever will. Understanding facial expressions can be tricky without a little practice, but they are worth the exertion! The look of joy on your mother's face when you give her flowers might not seem like it could say much about her thoughts and feelings, but it actually does! She may be feeling smug or embarrassed; she may even not have wanted them at all.

**Micro-Expressions:** Micro-expressions are even more revealing than a full-blown facial expression. When someone is feeling annoyed, they will often make negative facial movements of the eyebrow and mouth. These tiny movements can be a sign of a particularly personal emotion that cannot be expressed in words. They are very difficult to



see and interpret on your own, so it is best to ask someone else what emotions they associate with the looks of the person making them.

## **Head Movement**

Head movement can be classified as a locomotion strategy. The head is moved in order to change the direction of the body's heading. The four types of head movements are:

- **Combination Movements:** Combination movements use both head and arm movements to make directional changes. These types of movement may include a 'shuffle step,' which is an elbow bent, palm outwards (more often used by females than males), or the fist pump which can be done with either arm or both arms.
- **Tracking Movements:** Tracking movements use only the head to make changes in direction. They are used when a subject is expecting to go in a certain direction but doesn't know where it will fly off to. Example: "You're supposed to be sitting here, Miss Thing, but I can't see you." These moves include the duck and dive, which involves looking up and down along the suspected path of flight before moving off towards it. The suddenness of the movement gives a brief impression of flight before hopping-motion begins as the leg starts to kick.
- **Straight or Continuous Movement:** Straight movements are those made by animals without any change in heading.
- **Bipedal Movement (or Avian Movement):** Birds can move forward in a straight line, look around (i.e., to examine an object or potential food source), and go backwards by adjusting the angle of the head with respect to the body.

## **Lowering the Head**

Lowering the head is one of the most commonly seen signs of submission. It desensitizes you to the threat that you might be in danger, making you more likely to be attacked while lowering your guard.

## **Raising the Head**

Asking a question with an occasional glance up is a sign that you are inquisitive but wary. If people see your head shake or wander around, they may think that there's something wrong with you and react accordingly. Raising your head will maximize peripheral vision for better protection and give other people a reason not to target you as an easy target because it makes them less likely to attack someone who looks at them directly in the eye.

## **Tilting the Head**

Tilting the head is a subconscious way of demonstrating interest in what someone is saying. We instinctively want to show the person talking that we're listening and interested, so we tilt our head slightly in their direction. If you're not sure if they noticed your head movement, you can always say something like, "I saw you tilt your head over here", which will confirm their observation and also give them a chance to apologize if they did look at some other direction while speaking with you.

This kind of head movement is very subtle and is hard to spot, especially if it's unintentional, so pay close attention to this body part if you want to know if someone is interested in what you're saying. Tilting the head can be combined with a few other body language gestures like engaging eye contact, smiling, leaning forward or nodding.

## **Nodding and Shaking the Head**

**Yes:** The person nods the head up and down to signal affirmation.

**No:** The person shakes the head back and forth to signal negation.

**Maybe:** The chin is never stationary, it moves when a person oscillates with each other and not. A firm maybe means that the answer is not yet clear, but can be pointed in either direction so it will require more time for contemplation before coming back with an answer.

## **Pointing with the Head**

Pointing with the head may seem like a subtle gesture, but it can speak volumes. When we point with our head, it is often out of respect for the person or item that we are directing attention to. This means that if you see someone pointing in this way, they may be showing admiration or interest in what they are looking at.

## **Touching the Head**

Touching the head, especially at the temples or forehead, is a sign of self-consciousness. It may indicate that an individual is feeling uncomfortable or that they're trying to show intelligence by resting their hands on their head.

## **Lip Movement**

Lip movement is an important component when reading body language. People who are speaking will often move their mouth or lick their lips before continuing to speak. These actions are meant to help the speaker maintain a clear and stable stream of speech. If a woman has her hand over her mouth, she may be subconsciously trying to prevent herself from saying something embarrassing or off-

putting—like swearing for example. The hand is covering the mouth so she can avoid saying anything that could damage her reputation or be interpreted as laziness, poor social skills, or lack of intelligence.

## **Tight Lips**

The tightness of a person's lips indicates how open they are to what you're saying. If they have tightly pursed lips, then they are not convinced by what you're saying.

## **Lip Chewing**

The act of lip-chewing, as well as the sound it creates, sends the message to others that we are thinking or processing information. It is even said to be an indicator that we are uncomfortable with what is being said.

## **Stiff Upper Lip**

When a person has a straight face, they are showing no emotion. The expression is often used as a way to protect the face from showing people something embarrassing that happens internally or externally.

## **Pouting Lips**

Pouting lips are a frowning gesture. This person is unhappy about something. You should get to the bottom of why they're unhappy and fix it as soon as possible.

## **Pursed Lips**

When someone purses their lips, it can mean that they are feeling slightly hostile towards what is being said.

Pursed lips can also be caused by a person who is concentrating and this may indicate that the person making

the expression does not want to talk about a particular subject.

## **Arm Position**

The positioning of your arms is an indication of what you think about the person. If you place your hands on the armrest of a chair, this signals that you are feeling confident and comfortable with where you are. Conversely, if your arms are tightly crossed, this could be a sign that you feel uneasy or disagree with what the other person is saying.

## **Crossed Arms**

One way of telling when someone is feeling frustrated, worried, or uncertain about something is by observing their body language. One sign of this is if the arms are crossed across the chest. This can imply that the person is feeling self-protective, as opposed to open and welcoming.

## **Crossed Arms and Clenched Fists**

Sometimes, people cross their arms and clench their fists when they're feeling defensive. When people are weary of a conversation, they often fold their arms to protect themselves from the danger of giving up too much or being in too vulnerable a position. Crossed arms also signal defensiveness and are often seen in situations where someone is guarding themselves from a situation where they feel like they might get hurt emotionally.

## **Gripped Crossed Arms**

This is one of the most basic, but still powerful, ways to read body language. The fingers of the left hand (ring finger) should always be wrapped around the arm, with enough space between them so that they do not touch each other.

This is a casual gesture and often occurs when people are resting or thinking.

## **Half-Body Hugs**

This is a form of physical contact in which two people stand close enough for their bodies to touch, but not so close that they could be considered to be within touching distance. They are normally about a foot away from each other.

The person with their arms down by their side will typically lean toward the person they are hugging because it helps them feel more connected and personal.

## **Fig Leaf**

The Fig Leaf is a signal that the person either wants to hide themselves, or doesn't want to be part of the conversation.

When a person folds their arms tightly under their chest, and puts their hands together in front of their mouth, they're trying to cover up. It's often seen with children and shy adults.

## **Legs and Foot Placement**

To the observer, the placement of a person's legs and feet can be an indicator of what they are feeling. If a person's legs are crossed and their feet are pointing toward someone else, it could mean that they feel threatened, while if their feet point away from someone else, it may mean that they want to avoid confrontation.

## **Open Legs When Standing**

Standing with open legs and arms away from the body is a sign of openness, and usually means the person likes you.

## **Open Legs When Sitting**

The person may be feeling dominant and open to negotiation.

## **Closed Legs When Standing**

Although it is possible for someone to stand with their legs closed, and it can indicate a sense of protection or intimacy, standing in this position will often be accompanied by other body language signals that imply confidence. Those who keep their legs tightly closed when they are standing also tend to have their hands clasped behind their back and shoulders squared as opposed to being angled outward.

## **Closed Legs When Sitting**

The person may be feeling defensive. This is someone who will not negotiate, but they will still listen to your case. Be careful about making any aggressive moves or comments as this individual is very sensitive and may take things the wrong way.

## **Crossed Legs When Standing**

A person crosses his or her legs together when standing usually means they're feeling a sense of protection. It also could be an unintentional signal of resting that has been interpreted as unease or dislike and it's sometimes paired with leaning back in the chair, arms folded, and a scowl on the face.

## **Crossed Legs When Sitting**

A person who crosses their legs while sitting across from you may be feeling a little uneasy about the conversation. They could be tense and attempting to create some distance between themselves and those they're speaking with. A woman might cross her legs in order to hide her

vulnerability or sexuality; a man might do this if he's trying to dispute your opinions or engage in personal space invasion. You might consider crossing your legs or sitting a little more erect to tell the person across from you to back off.

## **Pointing When Standing**

The person is asking a question.

There may be an item you are trying to discuss and they are looking for a response.

When standing, the person will position their index finger at the back of their head or twist their wrist in order to point at you.

## **Pointing When Sitting**

The person is asking a question that requires some thought on your part before answering. They are also making eye contact with you while they are doing it.

This makes them seem open and interested in what you have to say next, so reciprocate by giving them your undivided focus by maintaining eye contact with them as well as nodding your head in agreement while still remaining calm and collected.

## **Moving the Legs When Standing**

When standing, if one of the person's feet is pointed outward, they are more extroverted and outgoing. If both feet point inward or are "ducked" under the other foot, then they seem introverted.

## **Moving the Legs When Sitting**

Sitting with legs spread apart suggests self-assurance, dominance and masculinity. Keeping the legs together



suggests insecurity. Crossing one leg over the other may indicate closed-mindedness.

## **Walking**

When a person walks, you are able to tell quite a lot about their personality just from the way that they walk. If they are swinging their arms and keeping them close to the body this means that they feel insecure. However, if they are walking with one hand in their pocket and the other by its side then it makes it seem as though they have something up their sleeve.

## **Body Postures**

As humans, we are always communicating non-verbally. It's actually a reflexive response due to our instinctual survival needs. And we do this through body postures that we consciously and subconsciously use as simple cues for protecting ourselves and establishing our position in the social hierarchy.

### **Open Posture**

Your posture can reveal a lot about you, from confidence to shyness. It's recommended that you sit up straight and remain upright if you're confident. If not, slouch down or stand so that your chest is above your hips.

### **Closed Posture**

The closed posture is an indication that the person doesn't want to be approached.

## **BONUS: BODY LANGUAGE**



## **CROSSED ARMS**

FEELING FRUSTRATED,  
WORRIED  
OR UNCERTAIN ABOUT  
SOMETHING  
FEELING SELF-PROTECTIVE,  
AS OPPOSED TO OPEN  
AND WELCOMING



## **OPEN LEGS WHEN STANDING**

STANDING WITH OPEN LEGS  
AND ARMS AWAY FROM THE  
BODY IS A SIGN OF OPENNESS,  
AND USUALLY MEANS THE  
PERSON LIKES YOU



## **OPEN LEGS WHEN SITTING**

THE PERSON MAY BE FEELING  
DOMINANT AND OPEN TO  
NEGOTIATION



## **CLOSED LEGS WHEN STANDING**

IT CAN INDICATE A SENSE OF  
PROTECTION OR INTIMACY



## **CLOSED LEGS WHEN SITTING**

THE PERSON MAY BE FEELING  
DEFENSIVE.  
THIS IS SOMEONE WHO WILL  
NOT NEGOTIATE.  
THIS INDIVIDUAL IS VERY  
SENSITIVE



## **CROSSED LEGS WHEN STANDING**

FEELING A SENSE OF  
PROTECTION.  
IT ALSO COULD BE AN  
UNINTENTIONAL SIGNAL OF  
RESTING

# The Complete Postures Table



## **CROSSED LEGS WHEN SITTING**

FEELING A LITTLE UNEASY ABOUT THE CONVERSATION. THEY COULD BE TENSE AND ATTEMPTING TO CREATE SOME DISTANCE BETWEEN THEMSELVES AND THOSE THEY'RE SPEAKING WITH.



## **POINTED WHEN STANDING**

THE PERSON IS ASKING A QUESTION. THERE MAY BE AN ITEM YOU ARE TRYING TO DISCUSS AND THEY ARE LOOKING FOR A RESPONSE.



## **POINTED WHEN SITTING**

THE PERSON IS ASKING A QUESTION THAT REQUIRES SOME THOUGHT ON YOUR PART BEFORE ANSWERING. THEY ARE ALSO MAKING EYE CONTACT WITH YOU WHILE THEY ARE DOING IT.



## **WALKING**

IF THEY ARE SWINGING THEIR ARMS AND KEEPING THEM CLOSE TO THE BODY THIS MEANS THAT THEY FEEL INSECURE. IF THEY ARE WALKING WITH ONE HAND IN THEIR POCKET AND OTHER BY ITS SIDE THEN IT MAKES IT SEEM AS THOUGH THEY HAVE SOMETHING UP THEIR SLEEVE



## **OPEN POSTURE**

YOUR POSTURE CAN REVEAL A LOT ABOUT YOU, FROM CONFIDENCE TO SHYNESS. IT'S RECOMMENDED THAT YOU SIT UP STRAIGHT AND REMAIN UPRIGHT IF YOU'RE CONFIDENT.



## **CLOSED POSTURE**

THE PERSON DOESN'T WANT TO BE APPROACHED

# **Gestures**

Gestures are very significant in the communication process. They provide important information about a person, their mood, and what they are feeling. This chapter will explore the various types of body language that people use when communicating with others.

## **Emblems**

Emblems are a crucial part of understanding the wider world and culture of the country you are visiting. They can be found on buildings, signs, out in public. And they play an important role in communication with other people: smiles mean good! Gestures are a physical way to show emotion while speaking or listening and without words.

## **Illustrators**

Illustrators use gestures to get a feel for where the features on a face might go. These can be as subtle as lifting the head slightly or wrinkling the nose, but they communicate an idea of motion and emotion that would be lost if the artist were to attempt something utterly static. Gestures are also used in animation for timing purposes while creating an animated sequence of events.

## **Regulators**

Regulators are among the first gestures that come to mind, but they cannot be understood without considering antecedents and consequences. The very simplest form of regulator gesture, which is also one of the most common, is placement: to place something in a container or on a surface. A wide variety of gestures can therefore be considered regulators.

## **Example of Common Gestures**

- The Double High-Five: Situations in which the double high-five is appropriate could be when you have won something, or say congratulations after someone has achieved a goal. For instance, if you won \$100 in a contest at work and your co-worker wins it back from you as well, the double high-five would be appropriate.
- The Classic Slap on The Hands: This gesture can be used for many different reasons such as being happy, celebrating something like being able to go for lunch, or scoring all the points in a basketball game.
- The Fist Pump: The fist pump is used (usually) to express excitement, achievement, or the joy of a referee's call in sports. It's similar to the high-five except the fist often pumps up into the air instead of being brought down like with a high-five.
- The Thumb Up: This gesture is mainly used to display excitement during a sporting event, but it can be used in other situations as well. Like with The Fist Pump, Thumb ups can occur in games where there is a score that is cheered on by audience members. Another example would be if you just told an exciting story that you would like for someone else to hear.
- The Thumbs Down: Thumb downs are usually used when someone has done something wrong or is doing something wrong. Here are some real-life examples: "Thumbs down to that dress!" or "Thumbs down to that band." Now we're being a little more critical about the things we hate.

## **Negative Bodily Gesture**

People often associate hand gestures with positive emotions and feelings. In contrast, negative bodily gestures are used to display anger or disapproval. When a person forms a closed fist, they show that they are frustrated or angry with

someone. Crossing one's arms is also an indication of anger and frustration. These gestures may be related back to the days when people were unable to speak their minds about something and resorted to physical violence instead of verbal confrontation (Hunter & Krauss).



# Oculesics

Oculesics is the study of eyes, and it is surprisingly easy to learn. The most important thing about looking out for your own and other people's body language is to remember that everyone communicates in different ways. There are lots of patterns that can be learned through oculesics, including how people move their heads, their eyes, their feet, or any number of appendages; what they do with those appendages; how they touch themselves; how far away they stand from you when talking; where they look when speaking and listening to you; if all these things indicate a positive or negative reaction on their part.

Now, it is not necessary to learn everything on this list because everyone is different and you will not always know exactly how they are responding. However, it is a good idea to get a general sense of how people are responding when they are talking to you. In doing that you can learn a lot about your own body language and what type of behavior or actions you need to change for others to relate to you as a person.

For example: If someone doesn't seem interested in what you have to say, don't say anything. If you are in a conversation with someone and all you can think about is what they are going to say, don't focus on them. If you find yourself doing something that makes people uncomfortable, watch yourself and try to stop doing it until it becomes natural again.

Here are some body language tips that you can use:

You should stand up straight when you talk to anyone regardless of the situation. You should also stand up straight when they talk to you. When you consider the difference between a person who is standing up straight and a person

who is slouching, it's obvious we all want to be standing tall. You should also make eye contact when you are listening to people speak to you. Not only does this show that you care about what they have to say, but it also shows self-confidence. If you are not interested in what they have to say, try not to let them know because nobody likes being told that they are boring or uninteresting.

When people are angry or upset, they tend to do more with their hands than usual. They might play with their necklace or touch their face more often than normal. When people get angry, their heart rate goes up and therefore their hands do as well because the blood is pumping through those veins faster than it normally does. It is important to make sure that you are not giving off any cues when you get upset or even when you get angry. Don't touch your face and don't touch your hair.

When you meet new people, learn what their normal gestures are and try to avoid giving them different gestures. For example, if they normally shake hands with somebody when that person extends his or her hand to greet them, then they will probably expect you to shake your hand as well if they extend theirs outwards to do so. But if someone almost never shakes hands with others or does it only by pressing their palms against each other, then try not to do it for them and instead use one of the little "moves" we make during a handshake.

# Proxemics

Proxemics is the study of how humans use space to communicate non-verbally. One of the most fascinating aspects of this field is reading body language. When you're looking at someone, you're probably examining their face. But what about when you're listening to them?

Although most of us don't realize that it's going on, we also subconsciously interpret physical cues to tell us how someone else is feeling. What are they doing with their hands and arms? Where do their eyes wander? What about their body posture? You can actually gain a lot of insight just by paying attention to these little things while you're talking to people.

As long as you use this information correctly, there's nothing wrong with reading the body language of others. But if you focus on these too obsessively, you may end up starting some awkward conversations that go in a direction no one was expecting. You probably don't want to just come out and ask someone if they're mad, so use this as a guide to help you figure things out.

# **Interpreting Their Voice**

The voice is another medium through which we interpret someone's mood. We know that this is true for our own voices, and it also applies to other people's voices. Learn about the qualities that differentiate a happy voice from an angry one, or a sad voice from a bored one. Understanding how to read people's tone of voice can be the key to avoiding arguments by recognizing when someone may be offended but doesn't want to say anything.

## **Modulation and Pitch**

We interpret the quality and level of someone's voice to help us understand their mood. We hear them speaking in what is called their normal voice which is the tone and volume that they use most of the time. This is the tone that they use when they are relaxed, having fun, or telling you something important. Their normal voice has a distinct regular rhythm or pattern to it. When we get angry or upset we tend to speak louder than we normally do, while when we are happy or excited our voices become more animated with higher tones.

Modulation refers to changes in both the rate at which someone speaks (how fast or slow) and the tone (high or low). The tone is also called the pitch of the voice. Modulation is illustrated by how wide or narrow the swings are between fast and slow speaking, as well as between high and low pitches. The greater the emotional impact, such as when someone has freshly received bad news, you will hear them speak in a lower range of pitches for longer periods than they usually do. A voice that rises from a whisper to a shout has been increased significantly in volume over their normal speaking voice, also known as amplitude.

A person's volume increases with an increase in anger, laughter or any strong emotion or physical reaction such as surprise or fear. At its highest level, it can become very loud and overwhelming to others around them. It is easy to tell when someone is upset or angry because of the way they speak.

# **Personal Space**

The amount of space between two people is the most telling indicator of how they feel about one another. You'll need to be in close enough proximity for others to pick up on your cues and feel comfortable, while at the same time not invading someone's personal space.

# **Paralinguistic Communication**

Paralinguistic Communication: Pronounced as Par-a-ling, this is a term coined by Dr. Albert Mehrabian, which refers to the study of how people communicate with each other through nonverbal cues, often without saying anything. Examples include facial expressions and body language as well as vocal tone and pitch.

When paralinguistic communication is present, it can act as an invisible conversation partner at the table for a couple who are engaged in a serious discussion over dinner or like an invisible person in the room when you're trying to talk to someone you aren't sure feels comfortable opening up about their past.

The survey doesn't ask the paralinguistics questions directly, but asks that they simply turn their attention to the receivers and watch for anything they should be aware of.

Introduction to Paralinguistics: Includes a short lecture with examples, a pop quiz, and two different essays on how to look for paralinguistic communication in human behaviors.

How to Use Paralinguistic Communication: Includes useful advice on how an individual can use paralinguistic communication awareness in daily life as well as interview techniques.

Paralinguistic Communication: A film reel that shows examples of paralinguistics in action.

# **Common Facial Signals for Different Emotions**

## **Happiness**

Do you know that your face tells a different tale when you are feeling happy? While listening to your favorite song, or reading a good book, sometimes you just can't help but let the corners of your mouth curl up. Your eyes might crinkle and the muscles in your cheeks may even twitch.

When we feel happiness, our brains release neurotransmitters like dopamine and serotonin which then produce signals for facial changes. One of these signals is that our nose begins to wrinkle as well as our cheeks. Another signal is that the muscles in our eyelids will contract causing tightness around the eye. If you're feeling very happy, your cheeks should puff out and you may even get goose pimples on your arms.

So, when you're listening to a song and begin to feel happy, stare right at the screen and watch as this facial reaction takes place.

## **Common Signs of Sadness**

- Sunken look, shadowy eyes or dark circles around the eyes.
- Cheeks that have dimples when looked in from a front view.
- Tears welling up and streaming down one's cheeks.
- Constant pursing of the lips together to form a straight line with a slight downturn on the corners.
- Thinned eyebrows (the brows are not raised).



A wrinkled forehead, sometimes with an elegant web-like pattern below the lower eyelids looking like it was drawn with pencil lead. A taut mouth with a thinned upper lip.

A sunken and pinched expression on the face, with horizontal lines on the forehead.

- A facial expression of distress, agony or pain.
- Sleepless eyes with droopy eyelids and drawn upper eyelids.
- Facial blushing or redness of the cheeks.

Tears dripping from the corners of eyes down the cheeks. Laughter causes a tightening around the eyes which is gone within seconds. A smile results in wrinkles around the eyes and is immediately visible by looking at one's own reflection in a mirror or shop window (usually self-consciousness).

- Mouth twitching.
- A quivering in the hands, either resting or moving, mimicking a motion of holding a book.
- A puffy face (excessive fluid may be present inside the cheeks).
- Facial swelling (a chubby face).
- Where the eyebrows are very close to each other and no space is left between them.
- Excessive blinking of eyes or tightened eyelids together with a puckering of the upper lip.
- Lip biting or creasing up of lips into an unnatural shape such as pouting lips.
- An unnatural cringe of the mouth, usually with a downturned lower lip.

- One's face seems to scrunch up mimicking an expression of disgust.

Spreading of the lips in a grin, with the corners of the mouth pointing down and forming inverted U-shapes and folds between the top and bottom lips (like a sad clown).

When eyebrows are raised high up at their outer ends.

Cheeks appear puffy and are flushed red or bright pink with tiny cross red blood vessels appearing on them which is due to flu (commonly known as a 'cheeky smile').

Where the corners of one's mouth are pulled downwards showing one's teeth.

## **Common Signs of Anxiety**

- Eyebrows—furrowed
- Eye Lids—heavy
- Nose Area—sniffing
- Mouth Area—opened slightly, dry lips
- Head Area—bowed down with forehead wrinkled.
- Hands and Arms—crossed on chest, clinched into fists or pressed tightly against the body.
- Legs—crossed or tightly closed together.
- Voice—higher pitch, strained voice.

## **Common Signs of Fear**

- Eye Pupil Dilation
- Increased Sweat Glands Activity
- Breathing Slows
- Heart Rate Increases

- Skin Color Changes (Canvas Gets Pale, Pink, or Red)
- Nose and Mouth Become Dry
- Voice Shakes or Vibrates

### **Common Signs of Anger**

- Ear Area—Ear to Ear
- Face—squinting, clenched jaw, lower lip protruding.
- Hands and Arms—fists, hyperextended arms.
- Legs—stomping or wide stance. Walking faster than normal with feet widely spaced apart.
- Voice—shout, increased volume, or a raised pitch. Shouting at the person even when not directed at the person in question.

### **Common Signs of Envy or Jealousy**

Envy and jealousy are similar. They both involve being threatened by something that someone else has, but the way people feel these emotions can differ greatly. Often times, a person who is envious will feel sad or frustrated while those who are jealous may feel angry or irritated. Here is a list of facial expressions that commonly signify envy and how to react to each one when you find yourself in a situation where your friend is feeling this emotion.

- Flushed face with brows scrunched up: This signifies the person feels ashamed or guilty about whatever they are jealous of and expects their friend to be sympathetic towards them for it. The angry version of this, in which the face is flushed, scrunched up and the person's brows are furrowed, is much more likely to be a sign of jealousy than envy.

- Flushed face with brows raised: This signifies that the person feels annoyed or angry about something their friend has done. They expect their friend to feel sorry for them and will often wonder why they would do such a thing if it caused them discomfort.
- Blushing cheeks: When someone finds something embarrassing or shameful about themselves, it can spark feelings of embarrassment or shame that cause them to blush. Sometimes this is pure embarrassment over a situation or event, while other times it can be a sign of guilt and shame over how they have acted in the situation.
- Sweating: Sweat is a sign that someone is feeling nervous about something. Nervousness can cause heat, which sweating acts as a mechanism for removing excess heat from the body. This can occur naturally in situations where there are high levels of stress or fear, but when it comes to emotions like envy and jealousy, this reaction might be due to someone wanting revenge on their friend since they feel so uncomfortable about it. This is why people feel jealous when their friend has something they want that they don't think their friend should have.
- Tight lips: When someone feels bad or guilty about something, especially something they have done, their lips may turn into a thin line and even curl up. This is a sign that the person is either trying to hide the look of guilt or shame from their friend or from themselves.
- Staring at their hand: This gesture is often used when someone wants to disguise how they are feeling. The reason for this can be either to appear calm or cool in spite of how they might feel inside or to avoid looking at another person directly in the eyes when they are facing them. Staring at one's hand can be a sign that someone is trying to mull over a problem or decision and seems to be the

safest way to avert eye contact without appearing too obvious about it.

- Staring at their feet: This gesture is a variation of the previous one, except that instead of staring off in another direction, the person looks down towards their feet. Since feet are less threatening than having someone stare directly into your eyes, this can often be seen as an expression of submission.

### **Common Signs of Disinterest**

- The person is looking away from you, with chin down slightly and eyes not focused on you.
- The person has a bored expression on their face while they are speaking to you.
- The person says something like "I am not sure," or "We will see."

### **Common Signs of Interest**

- Eyes that widen and eyebrows that raise
- Crow's feet around the eyes (wrinkles)
- Eyebrows that point upward
- Mouth corners twitch or turn upward
- Brows are level with each other for a few moments while making eye contact.
- Blinking rate increases to 12 times a minute.
- Lips are closed, teeth unclenched, and cheeks relaxed. This is considered to be the most positive smile.

### **Common Signs of Boredom**

- Forehead wrinkles
- Pupils dilate
- Retracted lips

- Tapping fingers on table or armrests
- Eye twitches

## **Common Signs that You Are Searching for Relief**

- Nod
- Yes

You're relieved and now you can resume your day. You feel like shouting 'yes' without actually uttering it, indicating that the problem has been taken care of. If this is a recurring pattern and you would like the person to stop nodding in response, simply say out loud 'please don't nod.'

## **Common Signs of Stress**

- Touching or stroking the cheek or hair and rubbing one's eyes
- Nodding slightly
- Biting the lower lip
- Clenching of the jaw with a slight opening of the mouth
- Pinching your nose shut while breathing deeply with pursed lips, sighs, and shakes of the head.

## **Common Signs of Disgust**

- Sour facial expression
- Dropping the jaw
- Drawn down eyebrows
- Turned down corners of the mouth
- Raising the upper lip
- Mouth in a frowning shape with tight lips

- Lowering of one or both eyebrows
- Scowling.

### **Common Signs of Shame**

- Drooping and low eyebrows
- Eyes that avoid looking into someone's eyes
- Hiding behind hair or hands, if possible
- Avoiding eye contact (reading, talking, using your phone)

### **Common Signs of Pity**

- Eyebrows raised
- Eyes widened
- Lower lip pushed up
- Nose wrinkled

### **Common Signs of Calmness**

- Watching a TV show
- Reading
- Staring at something without blinking for an extended period of time
- Lying on your back

### **Emotions and Appearance**

Most people have a natural facial expression that they use to convey their emotions. These facial expressions are learned, and helps us understand how to communicate with others. Although there are so many ways for individuals' expressions to vary, these signals are commonly used:

- Cheeks turn red when we feel embarrassed or angry

- Head turns away from the person when feeling embarrassed or looking for a way out of an awkward situation
- Face is tilted down when feeling sad or guilt ridden
- Eyes close when feeling guilty but would like to appear stronger than one's feelings would have people think
- Head turned slightly away from the person in embarrassment, self-consciousness, or discomfort.
- Rubbing the eyes while feeling anxious or excited.
- Hands covering the mouth is a common way people hide their expressions in order to appear more composed, less angry, and more polite.
- Biting of the lip or teeth is used by people who are feeling nervous, uncomfortable, or uncertain about a situation.
- Pressing lips together when feeling angry or annoyed, and the person would like to say something mean but would like to remain calm and collected (or simply does not have a comeback).
- Fiddling with something on the table or desk when feeling nervous, uncomfortable, or uncertain about a situation.
- Sweaty palms are common when you are nervous, afraid of something, or worried about something.
- Shaking hands show nervousness, discomfort, uncertainty, and/or fear.
- When we smile at someone while saying no to them it can be hard to tell if they really mean it. They may just be smiling because the other person is also smiling and they don't want to offend them by not smiling back.



- Licking the lips or tongue can be a way to taste something, to smell something, or can help people feel better when they are sick.
- Pressing the lips together while opening and closing them while thinking about something unpleasant
- Rubbing the forehead can be a sign of deep thought. Sometimes people will do this when they are trying to remember something difficult and try not to disturb others by rubbing their face during this process
- Dry Cheeks are very commonly used by most people and indicate surprise, sadness, or embarrassment.

# Factors that Influence Body Language

The body language of a person can tell you volumes about the thoughts and feelings they are experiencing. It's possible to read people better than they can read themselves. However, it takes time and practice to become an expert in reading body language. The following are some of the factors that affect a person's body language:

- **Posture**—How a person stands or sits will indicate how confident he is feeling at the moment. A lack of confidence may be demonstrated by drooping shoulders and limited eye contact with those around them. Someone who feels confident will stand tall with their shoulders back, head up, eyes open, arms relaxed at their sides, and hands either loosely on their lap or resting palm down on the desk in front of them.
- **Stance**—A person's stance, or how they hold their body, speaks volumes about their attitude. A person who is relaxed is more likely to stand with their feet shoulder-width apart, leaning slightly forward but having their hands on their hips or resting in a conversational position on the desk in front of them. Someone who feels threatened, defensive, or overwhelmed will have their feet close together, arms crossed over their chest and hands clenched into fists (bump fists) or have one hand resting in front of them against the desk while the other clasps a pen between their fingers.
- **Eye Contact**—A person's eye contact says a lot about what they're thinking at the moment. A quick glance around the room tells you a person is feeling insecure and has low self-esteem. A person who is paying close attention may have their eyes focused on what's going on around them. When a person feels threatened, they may look down at the floor, away from others, at the wall or out of the

window as though seeking an escape route. A person who feels confident will make eye contact with everyone in the room or meeting.

- Facial Expression—The face, like hand gestures and body posture, is a natural communication device for most people. When someone is happy, they almost always smile when greeting others or express an opinion. There are many different ways a person can smile but one fairly universal facial expression is the "Thousand-Watt Smile." This is when someone smiles so big that the whites of their eyes turn bright red. This is when they feel strongly about something positive and want to share it with others. If someone flashes big white teeth as they smile, it's a sign of contempt.

- Posture and Facial Expression—While it's up to you to know how to read other body language cues, there are some signs that you can look for in someone's face or posture. Humans consistently use the same signals. If you look at someone's facial expression and posture, you'll be able to get a pretty good idea of how they're feeling. For example, if a person's face is positioned in a frown, their mouth is mostly shut and their eyebrows are pulled down in disapproval. If someone has their hands on their hips and maintains eye contact with you, they're probably not happy with what you have to say. Conversely, if the person's face is turned away or they're looking out the window, chances are that they don't want to hear what you have to say.

- Facial Expressions—There are hundreds of facial expressions that people use all the time in everyday life: jealousy, sadness, anger and contempt. There are also many different ways a person can smile: contentment (wink), sadness (slightly lowered mouth corners), happiness (eyes crinkle and mouth is wide with an upward curve) or contempt (only one side of the face turns up in a half-smile).

However, those are the facial expressions that everyone uses.

- Smile—The smile can be used as an intimidation factor which often has the desired effect on the victim or can help to sell something to someone. There are five types of smiles: The true and sincere, fake, social responsibility, passive-aggressive and forced. A sincere smile is a genuine smile, which is when both eyebrows are slightly raised. A fake smile will show one side of the mouth in a grin and the other slightly lower to still remain neutral. The social responsibility smile shows that the person wants to be liked by others and will do anything to fit in. This is when a person shows both corners of their mouth pulled up, but their eyes don't match it. A passive-aggressive smile is similar to the social responsibility smile except it's more threatening because only one corner of the mouth turns up and an eye roll may also be used. Finally, a forced smile is when someone smiles even though they don't really feel like it or are upset about something. It's the most common type of smile people use because it doesn't show true emotion.

# Tips and Tricks for Reading and Analyzing People

Do you only analyze the people's words? What if there were a more reliable source of information? How can you know if your date is still interested in you? If someone lied to or cheated on you, would you know it just from observing them for a few minutes?

Don't rely only on what people say. There's way more information being communicated through body language than in speech. The ability to read body language is an important life skill that can help us understand others better and can also help us communicate more effectively with others.

The ability to read body language isn't something that a lot of people have. It's a skill that you have to develop and practice. Here are some tips and tricks to help you get started.

When it comes to talking about this stuff there are three basic parts of body language:

- Body language can be categorized as either open or closed. Closed body language is when your arms and legs are crossed and/or your palms are facing towards each other, which is commonly referred to as "forbidding body language." Open body language is when your palms are facing out to the other person and you have one or both of your arms and legs unfolded such as with a natural conversation.
- The first part of reading body language involves recognizing the physical aspects that are being shown. These include posture (how upright someone's body is), hand gestures (like if they're waving their hands around in

the air in excitement), and facial expressions (which include smiles, frowns, blushing, etc.). These three major parts of body language are called the "basic" body language categories.

- The second part of reading body language involves recognizing the non-physical aspects of behavior that can be shown. These include verbal behavior, vocal inflection, and eye contact (lack or too much). These parts of communication are referred to as the "complimentary" body language categories.

Please note that all of these categories are not absolutely exact, so there are many different combinations and variations.

# **Chapter 12**

## **HOW CAN ANYONE READ PEOPLE?**

Everyone has their own way of reading other people. Some are more intuitive than others. And there's no surefire way of reading someone.

Don't get me wrong, some people can read other people better than others, but the reality is that humans have a lot of different personalities and everyone has something to offer in some form or another.

Even if you're not a naturally perceptive person who can read most situations just by looking at them, you do still have opportunities to figure out what's going on with other people.

When talking to someone else for the first time, pay attention to how they communicate with you as well as how they react when asked certain questions or topics (in an appropriate setting).

People are more readily read after you've known them for a while. And sometimes it's hard to tell what people are thinking, or even that they're thinking at all. But there are still ways to deduce how someone is feeling or what they're really thinking.

## **Become Likable Too**

Never underestimate your ability to make others feel comfortable around you. You may not have the natural ability to predict how other people think or read them as I do, but with these tips and tools, you can still be the person who others trust and count on in any situation.

A very good way to improve your abilities is by being likable.

You don't have to be good looking or your height to be likable. In fact, you only need to be likable for your personality and goals.

Nothing else is really required, just be someone who people can feel comfortable around and they will start to open up more and want to get to know you.

Although I mentioned this briefly before, here's how you should actually become more likable.

Stop talking about yourself. Before you can get a person else interested in talking about themselves, they need to feel comfortable doing so. Talking about yourself is selfish at its core, but many people talk about themselves all the time whether they feel comfortable or not. But talking about yourself too much will only make you feel like you're bragging, which makes you look bad.



# Context

Contextual cues provide a plethora of information about the person you're interacting with. You could say they're reading your facial expressions, but there's more to it than that. In fact, experts hypothesize that individuals can read people based on their facial movements and vocal tone. In other words, they have some idea about what's going on in your mind and what emotions you might be feeling.

Regardless of whether we can actually read other people or not, it is true that our behavior conveys a lot of information, which may or may not be observable in humans; we are able to decipher one another on a psychological level.

Sure, there are some cues that are relatively easy to read and understand. The body language is the easiest aspect of human behavior to read and analyze. For example, if you want to learn about a person's personality, you might be able to do it with body language and observing their behavior in a given context or situation.

Other people can read your body language as well, especially if you're not paying attention or feeling stressed or anxious. They might just pick up on those traces of tension and use them against you later on in the conversation. I mean, this is what I've been doing since I was about eight years old reading my mother. I'm not going to lie, I was a pretty good little reader back then.

That doesn't mean that we can't read others in person either. We're living in a world where the use of smartphones and laptops has become more and more common, where some people actually spend most of their time with their noses to their screens. Of course, that also makes it easier for people to avoid contact with other people, but it doesn't

change the fact that there are countless cues that can be picked up on through personal interactions.

# Considering More than One Sign

If someone is giving a subtle shoulder shrug that could mean almost anything, you should consider more than one sign before making an interpretation.

People are full of meaning with many different signals that can be interpreted in various ways, so it is important to be observant and decoder of nonverbal communication.

In order to decipher the intricate meanings behind those wry smiles and facial expressions, it's necessary to practice reading people. Here are some training methods for beginners:

- Practice watching people in real-time. Just watch them doing things like eating or breathing without trying to analyze what they're really thinking (don't let your mind wander off).
- Ask yourself questions about their feelings or specific behaviors seen during observation. Does he look bored or nervous? Is she blushing? Does he appear angry at her?
- Take notes about your observations. It is important to note exactly what you see others doing and feeling.
- Analyze the information when you are alone, remembering that it is not necessary to understand everything right away.
- Evaluate what you have observed, allowing time for your mind to process information.
- Decide what kind of knowledge you want to gain from observing people.
- Look not at the body language but at feelings and thoughts, which cannot be seen without a trained eye.

- If you can't decide what a person is feeling, ask them.

## **Not Knowing the Person**

If you don't know someone well, it is very hard to look them in the eye and tell them what they're thinking. There are many reasons for this that can be attributed to social norms, but the most obvious one is that most people do not wish to share their inner thoughts or feelings with others unless they already know them well and trust them.

# Biases

Biases in perception, such as the halo effect and the fundamental attribution error, have been documented for over fifty years. They explain why our brains tend to see people in a positive light and ignore any bad behavior that they display (allowing us to act much nicer than we actually are). Therefore, it was no surprise when psychologists confirmed just how easily people can pick up on body language in 2003. Ever since then, studies have continued to show that body language—things like smiling, yawning, crossing arms or legs—is more than just decoration; it communicates powerful messages about a person's emotions and attitudes.

Understanding how our bodies communicate without saying a word has become increasingly important with the evolution of social media culture. These days, we spend more time with people on our phones than we do in person. We text rather than talk (which eliminates body language all together) and use social media to get a glimpse into the lives of total strangers. As a result, the disconnection between what we see online and how we perceive people in real life has become strikingly apparent over the past few years. A recent study found that people who post larger quantities of pictures are judged as more approachable, friendly, trustworthy, and are perceived to be better looking.

# The Halo Effect

The Halo Effect is what occurs when an individual assumes that other individuals will share a similar trait to his or her own. This effect can often be seen with people who are introverted and unable to read others' facial expressions, gestures, and tones. The Halo Effect is an unhealthy way of thinking because it causes one to not be able to adequately read the social cues of others in order to detect when their assumptions are wrong. The Halo Effect also causes one to assume that one individual is similar to another, when in reality, they are completely different.

The Halo Effect is similar to the False-Consensus Effect in that it leads an individual to assume that others agree with his or her viewpoint. If someone happens to like a person, the halo effect indicates that he or she will believe that others also like the person in question. If someone dislikes a person, the halo effect will cause him or her to think that others dislike the same person. The Halo Effect tends to affect people who are unable to read people correctly and/or have poor social skills; this makes for a very dangerous combination. It allows someone to judge a person by the way he/she acts and looks, without attempting to see things from the person's point of view. It is because of this that it is important for one to always attempt to understand who another person is beyond his/her looks and actions.

The Halo Effect can be explained by classical conditioning in that it relies on an individual's past experiences in order to determine how they will act or feel about something or someone else. The halo effect can also be explained by a theory proposed by Leon Festinger, which states that people tend to make global judgments based on limited information. If someone happens to like one thing about a person, they will take this as evidence that they like

everything else about that person. A therapist going into the session with the goal of helping a patient, for example, may be influenced by the halo effect and mistake a patient's rudeness with respect to his or her gender; if this therapist is a man and the patient is female, he may judge her negatively as being unfriendly instead of trying to understand why she may have acted in this way. It is important for therapists and counselors who are trying to help people understand each other and work through problems together that they do not allow their own experiences with others to interfere with how they perceive others during sessions.



# **The Confirmation Bias**

The Confirmation Bias is also known as the "I saw it so it must be true" bias and is probably one of the most dangerous biases to fall for. This powerful misconception can lead people to believe stories of all shapes and sizes without giving them any kind of critical thought.

# **The Actor Observer Bias**

The Actor Observer Bias is a psychological tendency of individuals to be drawn towards stories that emphasize the value of knowing how other people feel. The bias is encoded in the frontal lobe, which develops earlier than many other parts of the brain. This suggests that this bias arises early in human development and changes our behavior significantly from an early age.

"With its emphasis on being an actor and what people feel, fiction is one example of a cultural narrative that may inculcate social learning with such effectiveness," says Mitzi Waltz, an assistant professor for psychology at Florida State University. "We should consider how much it may be entrenching this bias. As soon as people are exposed to the stories in the media, they may be more likely to find it natural to read these stories as a guide for what behavior is appropriate. In this way, we may be over-emphasizing the importance of this bias and not taking into account how many other factors influence our behavior in real life."

# **The False Consensus Effect**

The False Consensus Effect is the idea that people can't accurately gauge what other people think. If you ask a group of people to rate something on a scale of one-to-ten, when in reality the group only consists of two or three people, they will end up consistently rating it as an eight or nine. That's because they're going with the false consensus on how many other members agree with them. The more confident they are that everyone is thinking and feeling the same way as them, the less accurate their judgment becomes.

The False Consensus Effect has been demonstrated across ages, genders, races, and countries and is actually quite prevalent among older generations than younger ones. In 1995, researchers showed that Americans were only accurate at gauging the IQ of other white Americans. Japanese people were accurate at gauging the IQ of other Japanese people. It's not just about race and culture either. It's about familiarity as well. This effect is so strong that even when two or more people at work know each other very well, they're still likely to overestimate their friend's level of intelligence.

# **The Anchoring Bias**

The Anchoring Bias is an error in the way we process information that can affect our decision-making. Because of it, we overestimate the significance of certain pieces of data and underestimate others, skewing our decisions in favor of one option or another. It's a little more complicated when applied to humans—because we have no external reference to anchor ourselves we rely heavily on internal stimuli; what this means is that every person has their own personal Anchoring Bias that shapes how they decide whether or not someone deserves their attention, respect, resources, etc.

The Anchoring Bias is defined by two words—anchors and anchors. Let's go to our first anchor and define it. An anchor is something that stays constant throughout the entire trial and serves as a reference point for the rest of the experiment. For example, in this case, we can say that an anchor is our first impression of someone; whether that be their appearance, posture, occupation, etc. For our experiment we'll choose the impressions we have about them from across contexts; for example, when they walk into a room, say a name out loud, or are described in everyday conversation. Any time these impressions have a high degree of consistency throughout the trial, we will use them as our anchor to measure the effect of other variables.

## **Mirroring Body Language**

Mirroring body language isn't just about copying what someone else does, mimicking their expressions, and repeating the words they say. Mirroring can also be used as a way to manage a difficult conversation with people who intimidate you. The more you mirror them and match their behavior patterns (in tone of voice, word choice, expressions), the more they will feel like they're talking to an equal—rather than someone who makes them uncomfortable or is trying to manipulate them. More importantly, it also means that you're putting less pressure on yourself by relaxing your own body language and being comfortable in your own skin—which is important no matter how difficult your conversation partner might be.

# **The Power of Body Language**

Facial expressions, hand gestures, posture, and eye contact all show how you're feeling in any given situation.

Maintaining good body language can help you show that you're confident and conscientious. It can make people feel more at ease around you and build relationships better!

When used well, body language can be an asset to communicating with others. If you're always smiling, making eye contact, and using friendly hand gestures while talking to others, it shows that you care. This can be very discouraging to others and make them feel uncomfortable.

Developing good body language requires practice and patience—but it's something that can be learned and mastered!

## **Why Falsify**

We can all benefit from creating new memories. Sometimes, these memories might be the best way to honor a loved one or take control of our own story. With falsify, users are empowered to either fake it 'til they make it—or live in truth. Falsify helps us create new memories that may have been different if not for this app.

# Identifying Others Falsifying Their Body Language

When it comes to body language, we all have our own personal style that makes us unique. For instance, some people make constant eye contact when speaking with others and use open body postures when sitting down. While most of us know how to identify our own communication style, it can be difficult to observe others in the same way. This is because we are often less aware of signs other individuals give off while lying or trying to mislead you into thinking they are telling the truth. In order to be able to tell when people are not being truthful, you need to be able to identify the difference between their real body language and the false cues they give off intentionally.

"When people lie, they tend to have a more closed body position. They use fewer hand gestures and have less leg activity."

For instance, if someone is telling the truth about something, such as a positive work review or a recent vacation, you will likely see them move towards a more open position in which they point their feet directly towards you. On the other hand, if they are talking about something they are not necessarily proud of or trying to hide, you will probably notice them take on a more closed position. To help determine the difference between these two positions, it can be effective to start by observing the legs and feet of others. When people are telling the truth about something, they generally tend to have more open feet that point directly at each other.

"Liars rely more on verbal cues than non-verbal cues. They make fewer hand gestures and use less eye contact."



Another way to identify others falsifying their body language is to note the amount of times they blink and how their eyes move. According to recent research, people who are lying tend to blink six or seven times less than someone who is telling the truth.

Another way in which liars will try and deceive others is by using fewer hand gestures in their conversation. This is usually done to deny something as well as to make an untrue statement seem truthful. To help you tell the difference between a real and false hand gesture, it can be useful to pay attention to how far away a person's hands are from each other and whether or not they are pointing at each other or someone else in the conversation.

"Liars often have a more closed body position whereas truth-tellers tend to move more towards an open position."

The last way in which we can separate the real from the fake is through facial expressions and eye gaze. When taking note of facial expressions, it can be helpful to pay attention to how people look when they say something that they are not proud of or if they are lying. When someone is lying or trying to hide something, it can be helpful to notice how their facial expressions may change and how they look at you.



# **Chapter 13**

## **HOW BODY LANGUAGE IMPROVE YOUR MINDSET**

What you do with your body can have a direct impact on your mindset. It is a powerful tool that you wield to communicate and express yourself with confidence. It's natural to feel nervous about what other people think of us. In that case, making sure that we are in control of how others see our body language is vital.

The goal is to make it as clear as possible what the mood or feeling of our actions are, so we can be confident and not embarrassed if someone runs their hand through our hair during an interview or gets too close for comfort at a party! This chapter will look at some helpful tips on how to take charge of your body language and improve your mindset when meeting new people.

We are dealing with the physical, or body language. If you are trying to exhibit a confident mindset, it should be reflected in your body language.

When first meeting someone, shake hands confidently! A confident handshake can set the tone for your entire relationship. When shaking hands with someone that is introducing themselves to you, don't forget to smile. A genuine smile says that you're happy to meet them and that they can trust you. In addition, when you meet someone new try looking them in the eye. Don't be afraid to make eye contact with that person. You don't have to stare, but instead just giving enough eye contact (but not so much that it's creepy).

When meeting someone for the first time, it is important to not only be confident in yourself, but also in that person as well. It can be easy to start judging how they are acting or how they're dressed without giving them a chance. If you enter into a new conversation with high expectations of your interactions with them, you are setting yourself up for disappointment.

There are plenty of ways that we can improve our body language in order to portray confidence on first impressions. Not every tip mentioned will work for every person, but find what works best to help you across the board.

Confidence starts with how you walk. Practice your walk in the mirror. First, take up a confident standing position while looking at yourself in the mirror. Then, start walking around your bedroom or living room as if you were walking on a runway (but without any other onlookers). This may sound silly, and it is! But practicing this first will help calm your nerves when going out into public and showing confidence.

Finally, practice makes perfect. As you progress in your confidence-enhancing body language, try to make yourself look different from how you normally are. It can be as simple as getting a haircut or dying your hair.

# How Your Body Imparts

Humans spend a lot of time unconsciously sending out signals with their body language. Some may be clear, others less so. This is because in most cultures we learned to watch our posture, facial expressions, clothing, and limb movements as a way of assessing the moods of other people. In the workplace, body language can help you convey your assessment and opinions on those around you.

Your body language can give you good or bad reputations. When it comes to the workplace, watch out for what your friends and co-workers may think about you. How do they perceive your body language? Are they seeing you as a confident leader, someone who is friendly and approachable, or as someone who is "bland"? While it's difficult to change the way we are naturally (which is why this chapter is about how to change), there are ways to better control your body language.

# **How It Can Influence Your State of Mind**

Body language can help you improve your state of mind. That is, it can influence your state of mind by making you feel positive, imposing dominance over others, and subconsciously forming a connection with other people. In general, body language can enhance your experience with something by making it enjoyable and memorable for the viewer.

The three principles of body language influence what is happening between people around us too. Thus, they also explain how body language influences our mindset. It is true that we are influenced by our surroundings, but those influences can be positive and negative. The principles can make it seem as if certain types of actions and characteristics are always good for others. However, a closer look at the definition of these words would reveal some common flaws in their definitions. If it seems like I am mentioning my own views on these three principles, that is because I hope to clarify them here. The following three principles are the basis of many other concepts that people use to explain the way body language influences our mindset.

# **Dominance**

As mentioned, dominance is linked to power and authority. If you want others to be submissive, you can use dominance as a way to show this in their minds. You can do this by using fixed expressions on your face or even through body language. A good example of this would be the way that a parent looks after a child. The parent wants the child's attention, but they also want to show that he/she is in charge. So when the parent makes demands, the child would feel overwhelmed and submit to the parent's will. This is one of the methods people use to show dominance.

## **Comfort & Relaxation**

This principle is linked to pleasure. If something makes you feel relaxed or comfortable, others will also see it that way too. For example, if someone speaks with a "soft" voice then others might consider them as gentle people or even weak while hearing them speak. This may be because others are unaware of how soft-spoken this person really is in his/her daily life outside of this situation; he/she may be considered weak because he/she only shows this type of body language in that particular situation.

People also have preferences when it comes to body language. Some people might be more attracted to someone with a mysterious aura, but others might be more interested in how open and honest that person is. It makes sense then that comfort influences our mindsets. What we like to see, we view in a different light than what we do not like to see. If what we see makes us feel good, then it will influence us in a positive way. However, if what we see does not make us feel good, it will influence us in a negative way instead.



# Four Different Ways that Can Change Your Body Language

Body language can be a big factor in what your mindset is like. If you're feeling great and doing well, you might have strong, open postures that show this. But if something is bothering you or stressing you out, those feelings usually show in your body language. We found four different ways that could change your body language to help improve your mindset!

- **Work on Your Posture:** Poor posture signals defeat and discouragement to onlookers and increases stress levels. When we're having a bad day, we often slouch or lie down on the couch just to escape the world for a little while. That's exactly what poor posture is, a way to escape from the stress of the world. Instead, strive to keep your head high and your shoulders back.
- **Practice Good Eye Contact:** Good eye contact signals confidence and authority. It shows that you are comfortable with yourself and the power that comes with it. Next time you're in a stressful situation, make a point of looking everyone in the eye while you talk so that they know how confident you are in what you are doing.
- **Fake It Until You Make It:** Sometimes we get nervous when we're in social situations, or feel anxious about an upcoming test or meeting. To simulate the same confident posture and positive outlook that your body naturally projects, you can learn to fake it until you make it.
- **Use Contrasting Body Language:** If you're trying to project confidence but still feel anxious, like in the situation above, use contrasting body language to add an extra layer to your body language. For example, if you're nervous before going up on stage for a speech, make sure you do a

few deep breaths and practice your speech in front of the mirror before going on stage. Then when you go up there and talk, use a posture that shows confidence (strong posture with open gestures) to counterbalance the feelings of anxiety.

These are just a few different ways that body language can change your mindset. Luckily you can practice many of these techniques in the comfort of your own home, no matter how busy you are. By shaping your body language, you can usually help yourself feel better though it will take some time and effort to notice the results!

## **Crossing Your Arms**

This is a good way to show that you're feeling closed-off and can also make you feel tense, which may make your head hurt.

# **Positive Presenting**

Positive Presenting is a trend that has gained a lot of media attention lately. The idea is that presenting yourself in an open, “positive” manner can affect your mood and attitude in positive ways.

## **Quite Slumping**

This is the body language of unhappiness, shame, boredom or insecurity. People who are slouching are minimizing their presence and they want to blend into the background. They tend to have little self-confidence and feel as if they're powerless in a given situation.

# Improve Your Posture to Improve Your Temperament

Body language is what makes up how we communicate externally. The words that are spoken may differ, but the emotions that are displayed by body language are what matter most, and it is important to know how to read someone's body language. Here, we will examine posture as it pertains to temperament.

Think about a time when you were feeling anxious or uncomfortable in a situation in which you needed to talk about something important with someone else openly and without any repercussions—say you had a debate with your partner on whether or not they should get a tattoo of their name across their chest for prom night while at dinner in front of family members. You are uncomfortable, but you want to debate all the details of why tattooing their body would be a huge mistake and should only be left to the experts.

You would imagine that your partner had a distinct posture and what they were saying was highly concentrated on the subject matter. However, what if it was instead just wrapped up in whether or not you should get one? You wouldn't even care if they got a tattoo all because the thought of them getting one was too much for you at that moment. That is how body language works together to send messages to others—it is what helps us tell stories about ourselves that are intended for others to understand as well.

Now, think about a time when you were feeling on top of the world. You're standing tall with your shoulders pushed back and your chin elevated. Your posture is relaxed, and you have a smile on your face and laughter in your eyes. What are you feeling? Confidence, pride, appreciation for life? All

of these things combine to create an energy that radiates from you. This energy allows others to feel good because it is so potent. It is as though they are radiating positive energy with you.

What happens when your posture and demeanor are relaxed and confident? In most cases, others feel relaxed as well. You see each other's body language and automatically mirror it, therefore sending the corresponding message to the other person about how you are feeling. Often enough, what we end up seeing in a person's body language is not exactly what we are supposed to be seeing—it is what we want to see. At times, when our intentions are good and we want someone else to do something or be a certain way, we will try to put on this persona for them so that they will "get with the program" (if you know what I mean).

# **Getting and Understanding Nonverbal Signals**

The best way to understand and improve your body language is to get a handle on the basics. A lot of people don't realize that the way they walk (or carry) their body can tell you a lot about how they are feeling. Slumped shoulders and dragging feet might indicate that someone is feeling tired, lonely, or depressed while standing up straight and walking with confidence can be indicative of an individual who feels self-assured or happy with themselves.



# **Establishing a Confident First Connection**

When you meet someone new, body language is your first impression. It's a complex code that includes facial expressions, eye contact, head position, the stance of your legs and feet when you're sitting or standing. Body language at its most basic form can tell us how much confidence someone has and how well they feel about themselves.

# Public Speaking

It makes many people nervous. Whether they're going to the office for a presentation or giving a speech at an event, the thought of being in front of crowds and speaking before these people can be anxiety-inducing. What if they laugh? What if they make fun of me?

But what most people don't know is how powerful your body language can be when you speak before others.



# **Chapter 14**

## **HOW TO IDENTIFY A LIE? KEY BEHAVIORS THAT INDICATE DECEPTION**

The following behaviors can be indicative of a liar; however, it cannot be said that all of these behaviors exist in every instance. Keep in mind that deception does not always take the form of a lie, so these should only be observed as the most frequent and less obvious forms of deception:

- **Inconsistency**—Lies are often inconsistent with other information given by the individual/individuals being questioned. Inconsistent with statements made before about what was going on at a particular time or place may lead to suspicion about whether something is wrong or simply overlooked by those being questioned.
- **A lack of emotional expression**—When people are lying, they are typically not visibly upset or emotionally distressed. When someone is genuinely upset, at least one of their facial muscles may show it, and this may be a telltale sign that something is wrong.
- **Hyper-arousal**—Hyper-arousal is the state in which an individual becomes highly responsive to stimuli; they become overly focused on the task at hand, and therefore tend to notice small details that others do not see. This could be indicative of an individual trying to convince someone that something isn't happening when it really is. For example, an individual watching a movie might become much more attentive to small details than someone who is

merely reading a book while sitting in the same position.

4. Use of physical gestures—A liar may use some sort of physical gesture or movement to try and convince others that what they are saying is true, or to convince them that they are telling the truth even when they aren't. If the speaker were to reach out and touch his nose for instance, then you could be reasonably sure that he was telling you that he had a cold; but if he reaches out and touches his ear then it may indicate that he has a hearing problem or may be imagining something rather than being certain about it.

- Use of some words over others—People with a guilty conscience may use "I" or "me" far more often than they generally do, and may use terms such as "I don't know" or "I didn't do this." Using these phrases may be an attempt to portray oneself as less knowledgeable about the situation (and thus not involved) or less likely to be guilty.

# The Eyes: Clues to Revealing the True Intention

There is no worse feeling than when you've been fooled into a bad decision. One way to avoid the trap of being used or taken in by someone else's false intentions is through observing the body language, including facial expressions and body posture, using these ten tips below.

## #1: The Eyes

- What do the eyes reveal?
- Looking up to the left (or right)—seeking creative inspiration.
- Looking down to the left (or right)—seeking analytical inspiration or considering a memory.
- Direct eye contact—expressing interest, confidence, or love.
- Avoiding eye contact—insecure, nervous, or aggressive. Eye contact is a window into someone's intentions and heart. It's important to pay attention to how you feel when you make eye contact with others as it can impact your mood and how people respond to you in return.

## #2: The Facial Expressions

When someone is feeling angry, they may have a scowl on their face. Anger comes in a variety of forms, from the tension in the jaw to the change of facial color to the furrowing of eyebrows. An angry person will generally also narrow their eyes and tense their muscles in an effort to look threatening. It's important not to make assumptions about what people are thinking or feeling just because you notice an expression. Depending on how you feel about that person and whether you want them to trust you, it is often

best to just ignore these expressions and behaviors rather than appearing judgmental or taking it personally.

### #3: The Smile

On the surface, a smile is a pleasant expression. It shows happiness. However, that's not what a smile reveals. Smiling can be an attempt to ooze confidence or communicate friendship and openness. While the surface of a smile does show happiness, it's important to pay attention to how you feel when someone smiles at you so that you will know what their intentions truly are. If you feel uncomfortable or threatened, trust your judgment and move away from the person who is trying to push your buttons with their false intentions!

### #4: The Touch

Touch is used as a way for people to show affection and caring for each other in meaningful ways. But a touch is also quite important in showing the false intentions of others. The touch can be a sign of reassurance or dominance, depending on who is doing the touching. It can also be used to establish power and control over another person.

### #5: The Smile and Touch

Touching someone's arm can indicate a desire for affection, which in turn may reveal insecurity, confusion, or coldness on their part. You should never touch someone without asking if it's acceptable first! Some people are very open to being touched by other people while others may not have their feelings for you validated by physical contact. Some people may even feel uncomfortable with physical contact at all because they are not normally attracted to the person who touches them. If you are not sure if touching someone is appropriate, then you may want to avoid it!

### #6: The Posture

When someone is sitting or standing with their back against something solid, they often will lean forward to rest their weight. This type of posture can indicate insecurity, boredom, or curiosity. Many people use this posturing to show an interest in what's going on around them when they are comfortable and happy and this is not a false intention, but rather a way for them to take charge of the situation.

#### #7: The Feet

When someone's feet are pointing away from you, as in a similar manner to their body position, they may be avoiding you and your conversation. So, if you're not getting the response you expect from someone, try turning them away from the direction they are facing.

#### #8: The Touch and Posture

When someone crosses their arms in front of their chest, it can be an expression of closed off intentions. So if you're dealing with a defensive person this is something to consider as it may indicate that he or she is feeling uneasy about what's going on or may not trust your intentions.

#### #9: The Head and Neck

If their head is tilted back, this reveals that someone is feeling proud of themselves and their actions or decisions.

#### #10: The Mouth

A tight mouth with the corners pulled up towards the ears may indicate suppressed emotions, while an open mouth may reveal frustration. Someone who is expressing a feeling of aggression may attempt to hide it by smiling or showing other types of false intentions while holding back their true feelings.

## **Body Language**



Body Language is a special kind of language. It is the only language that people who are not looking directly at each other can understand. Body Language and the body's various gestures, movements, postures, and expressions are how we communicate with those around us much of the time without words. There are over 600 different ways to interpret an individual's behavior using this one thing alone! That is why it should be your priority when speaking to someone else to learn more about their body language and what they may be saying with their gestures. You can learn a lot about them just by watching their body.

## **The Hands**

When we think of liars, it's usually the hand that comes to mind — and for good reason. From a neurological standpoint, if your brain detects an inflection in your voice or changes in your body posture when denying something (i.e., shaking your head or raising your hands), this is thought to be a sign of deception.

## **The Face**

Some research has found that liars tend to look up to the right more often than truth tellers. Another study found that liars' faces become less animated when asked a question, while truth tellers' faces become more expressive.

## **The Voice**

Voice pitch can be an indicator of deception — people with anxiety may speak in higher pitches, so it's best to watch out for long pauses and a very monotone voice. If you're listening in person, it helps a lot to focus on how their forehead moves when they talk rather than watching their lips move, since some people also twitch or jiggle their lips when lying.

## **Liars Tend to Respond to Questions That Were Not Asked**

Liars tend to respond to questions they are not asked and not answer anything else. They don't ask for clarification and their answers are often vague or unrelated.

When a person is lying, they will often make contradictions when questioned by the interviewer or examiner. A person will contradict themselves in order to give an artificial impression of being truthful. For example, if a person is asked about their hometown only to later claim that they live in Portland, Oregon, when asked again about where they came from.

## **Liars Tend to Answer a Question with a Question**

Asking a question is a common tactic used by liars. This may be done because liars don't want to give away what they know, and asking them questions allows them to learn more without revealing anything themselves. Liars can also use this strategy to avoid telling the truth that might naturally come out of their mouth. Instead, they want you to come up with your own conclusion about something, making it seem as if your conclusion is theirs rather than yours.

## **Most Liars Tend to Make Self-corrections to Avoid Sounding Uncertain**

**Liar: "No, he didn't really come over today."**

Liars tend to make self-corrections, such as "I think" or "I guess", or use expressions like "It could be". They will often sound uncertain and unconvincing in the way they speak. Liars may also hesitate before answering a question. The

more uncertainty they show in their speech patterns, the more likely it is that they are lying.

## **Liars Tend to Fake Memory Loss**

The liar will deliberately try to forget something as if it never happened or plunge into an elaborate story that contradicts what they just told you right before.

## **Most Liars Tend to Report What They Did Not Do as Opposed to What They Did**

Research has found that when liars are trying to cover up a lie, they often end up reporting what they did not do as opposed to what they actually did. One example of this is when an individual who attended a party but did not consume any alcohol falsely tells the police that she drank one beer.

## **Liars Tend to Justify Their Actions Even When Not Necessary**

Liars tend to take a lot of time justifying their actions, even when the lie is not necessary. This can indicate that they are doing this as a way to convince themselves. When asked about the reason for something, liars will often give a justification to explain and rationalize why they acted in this manner. Liars will also choose certain words and phrases to describe what happened rather than using "I don't know."

## **Most Liars Avoid Mentioning Emotional Feelings in Their Version of Events**

Liars are likely to avoid mentioning emotional feelings in their version of events. Liars will also tend to have inconsistent stories or stories that are repeated multiple times and make no sense. Liars try to lead you into believing something is true but never actually was and often use excuses as a justification for this inconsistency.

If you find yourself questioning the veracity of someone's story, ask them about what they felt when something happened and what they did after it occurred. If they avoid answering these questions, it could be that they're trying to hide something.

## **Most Liars Are Careful and Will Insist on a Question to Be Repeated**

Liars typically try to answer a question by repeating the question asked, either with the word "No" or simply repeating it.

It's a natural response to repeat what was said because they are looking for an opening to change the subject.

## **Nonverbal Hints of a Liar**

- Liars will tend to look away from the person they are talking to.
- Liars will have increased movements such as tapping their fingers, crossing and uncrossing their legs, drumming with their fingers on the table
- Liars may also be uncomfortable in situations where they are required to tell a complete truth.

## **Liars Randomly Throw Gestures**

When a person is telling the truth, they usually keep their body still and talk in a fluid, logical manner. But liars will show random movements—such as gesturing with both

hands or scratching themselves—as they try to think of what to say next.

## **Liars Sweat More Than Usual**

Liars often talk rapidly and will often speak with a higher voice. They may even start speaking in metaphor or use phrases that have little meaning to them. Liars may also make more eye contact than usual, which indicates sincerity. Additionally, liars typically lie about their immediate emotional state so they don't let on that something is wrong or out of the ordinary.

## **Liars Avoid Eye Contact**

One of the most important behaviors used by a liar is to avoid eye contact. Liars often avert their eyes when you're speaking, because it may give them away and they know this. They also tend to squint or close their eyes in order to block your view. There are other signs liars use that you can easily spot by watching what they do and saying during a conversation.

## **Pacing Up and Down**

The person who is lying will pace, whether they are standing or sitting. The reason the pacing happens is that the liar does not know where to put their hands and there isn't enough time to do anything else.

## **Faking Body Language**

A person who is not telling the truth will typically have behavior that doesn't match his/her words. Other discrepancies include a person who taps their fingers or toes forcefully on the floor when seated, drums their fingers when they speak on the phone (though this could also signal

impatience), presses lips or tongue against cheek while speaking (this can signify someone who is formulating thoughts quickly) or swallows frequently without apparent reason.

The behavior that accompanies lying also differs from person to person. Some people tend to fidget or drum their fingers while they speak, for example. Conversely, others who are telling the truth will tap their fingers or feet quietly and present their entire hand as if they have nothing else to do.

## **Faking Interest**

**A person might attempt to seem engaged in your conversation by nodding or smiling.**

## **Making People Comfortable Around You**

It's possible that people will be more comfortable around you if they feel like you are being truthful with them. If someone asks for your opinion about a particular topic, it's also possible that they may want to hear the truth rather than just what is convenient for them. For those reasons, it's important to recognize when someone is lying and be able to identify the behaviors associated with deception.

## **Mirroring: the Chameleon Effect**

Mirroring is a basic principle on which most forms of deception are based on. Wherever the liar may be, there will always be someone who thinks they can see only what they want to see in them because it gives them a false sense of security and keeps them from noticing the truth.

They assume that they've seen this or that before, even if it was in a dream, and so it must be true. Thus we have the

chameleon effect at work.

## **Effective Listening**

- Lies take up more time and space than the actual truth.
- Studies show that liars use contractions less often than people who are telling the truth.
- A liar is more likely to look away from a person they're lying to, an indicator of less eye contact.
- When a person lies, their breathing rate increases by about 10%.
- Liars may avoid answering direct questions, try to provide too much information or too little information, or give unnecessary details.

## **Use Their Name**

A liar will often try to establish an alibi by saying their name, so denial of that comes as a red flag. You can also test the validity of an alibi by asking how they got their injury because liars are often injured in ways that actually happened but were not their fault.

## **Faking Self-Confidence**

It's no secret that faking self-confidence is a very popular way to conceal the real self and build a fake image. What does this usually involve? Exaggeration of one's abilities, pretending to be more intelligent than they really are and playing up their success stories. And while these are all common tactics for deception, there are other tell-tale signs in body language that can help you identify whether or not someone is lying.

## **Using Low Tone**

When someone is telling a lie, they may use a lower tone of voice. Low tone is often associated with sadness or fear, so if your partner seems down while talking to them about something related to their work or school, this might be a sign that they are lying.

## **Assume the Power Pose**

When watching someone, it can sometimes be difficult to tell whether they are telling the truth or not. Many people have been known to try various strategies in order to come across as trustworthy, but these are all just temporary fixes.

## **Claiming Your Territory**

A lie is a trick or other deceptive device that involves making false statements with the intention of deceiving others. When someone is telling a lie, they may feign ignorance about what they are saying, when in fact it is true. When someone tells a lie their hand might shake, they might not be able to maintain eye contact, and their voice may be wavering and weak.





# CONCLUSION

Body language is a very interesting subject. We can learn so much about people and potential relationships just by watching them interact with one another in public places.

Body language is often used to describe the ways in which people behave when interacting with and towards other individuals in public places or within social situations. It consists of gestures, facial expressions, posture, and other nonverbal behavior that can help us understand how one individual believes themselves to be feeling or reacting to the interaction or event taking place.

The majority of the behavior that people exhibit when they interact with one another is virtually nonverbal, meaning that it affects an individual's feelings and mood rather than being the direct point of focus. For instance, most individuals tend to walk with their shoulders open and their arms swinging by their sides, casting a shadow side-to-side as they walk. This serves to show others that they may not truly be focusing on what is taking place around them, but instead are distracted by an internal conflict or another issue of importance. The act of walking in this way is nonverbal communication in itself and can indicate insecurity or self-doubt in an individual.

On the other hand, individuals who are very confident and sure of themselves generally walk with their shoulders back, their head up, and their arms close to their sides. Walking in this particular way makes an individual appear more aggressive and domineering than when walking with a less confident gait. This can often be the case in competitive

business or political situations where two individuals are vying for control of a situation or an argument.

It has been noted that individuals with higher incomes tend to exhibit larger amounts of nonverbal behavior related to wealth than do those who earn at lower levels. Those who make higher salaries are much more likely than most people to exhibit clothing related to wealth such as expensive watches or jewelry. This is because such items of clothing serve to communicate wealth and power to those who see them being worn.

Body language also accounts for several factors that many individuals may not be even fully aware of when they interact with others. For instance, many individuals have the tendency to smile or laugh at inappropriate times and places. This can often be a sign that an individual does not actually feel at ease in the situation they are in and would rather not appear confrontational. This is also true in certain situations where an individual feels their own self-esteem to be low or unable to accept what has just taken place between other parties. In essence, body language is a very accurate representation of how individuals feel on the inside by the way their bodies react to the events taking place around them.



# **BOOK 3 HOW TO PERSUADE PEOPLE WITH DARK PSYCHOLOGY**

The Essential Guide to Learn  
how to Defend Yourself Against  
Mental Persuasion and to Learn  
how to use Dark Psychology to  
get What you Want From People



# INTRODUCTION

There are a lot of strategies in the world of persuasion. Usually, people have a preferred method to using this strategy. For example, some people like utilizing power and authority; others like empathy. You can be persuasive either by yourself or with an audience. Sometimes it can help to do both!

Persuasion can be used for good or evil purposes, depending on who is doing it and what their intended outcome is for the person they're persuading. The different types of persuasion will be discussed as well as how they work in a persuasive conversation.

# Types of Persuasion Strategies

There are several different types of persuasive strategies that people use to persuade others:

People use negotiation when they want the other party to compromise or change their mind about something. The art of negotiation is based upon critical thinking and communication skills. It is very important that you can read people and non-verbal cues as well as effectively communicate in order to negotiate successfully!

When using this strategy, it is important not to verbally threaten the person you are trying to persuade. People who try to intimidate others rarely get their way because most people will usually respond more out of fear than out of logic.

This strategy is very effective in the business world. People who try to flatter others with compliments or other forms of praise are generally trying to persuade them into buying something or changing their mind about something. The person listening to the flattering person will end up thinking that they know what they're talking about and will probably agree with him or her.

Many people have a tendency to put others on pedestals and think that everything they say is right, so in effect, flattery is very much like a powerful, persuasive strategy!

Scarcity refers to the idea that someone has something so valuable that it cannot be replaced if lost or taken away. This is an effective strategy in the business realm and can persuade a corporation or business owner to buy something from you.

This is a powerful strategy to use when making a point against someone else. For example, if you are trying to convince your friend that his hair looks bad, and he thinks otherwise, he will probably tend to disagree with you



because he will view his hair as too good for him to ever look bad. By pointing out that his hair looks bad, you are also convincing him that it is possible for it to look good again!

# **What Is Dark Psychology**

Dark psychology, or dark psych, is a psychological theory and practice which focuses on manipulation rather than understanding human thoughts and feelings. Dark psychology seeks to control rather than liberate human experience. It is a significant influence in the development of modern psychological theory and, as such, has been controversial since its inception. Many of the ideas put forth in dark psychology were initially employed by the advertising industry where they have been used to sell products through associative techniques. One possible explanation is that these techniques appeal to people who are more interested in seeking understanding than seeking liberation from their negative emotions; another explanation might be that these techniques are seen as “utilitarian.” As such, dark psychology is a useful tool for explaining the ways in which people unconsciously react to their external environment.

# **The Dark Triad**

The Dark Triad personality is three specific personality traits that are all interrelated and have been found to be predictive of certain criminal behaviors. They are narcissism, psychopathy, and Machiavellianism.

It's not difficult to see why these traits might be related—they all involve the use of others as tools in order to meet one's own goals and a disregard for social boundaries.

In this post, we will evaluate what it means to have dark triad traits, how prevalent they are in society in general, and what their implications might be for those who harbor them.

## **What Is a Dark Triad?**

There are many different theories as to what the Dark Triad actually is, but I feel that the two most well-known are that it is an evolutionary strategy against narcissistic competitors and that it is a collection of three distinct personality disorders.

According to these so-called “Dark” theories, the idea of having a “Dark” personality (to whatever extent it can be said to exist) may be adaptive. These theories argue that narcissistic individuals would have a little problem manipulating people and gaining status in their community—even at the cost of others.

# **Why Using Dark Psychology**

Persuasive techniques and skills are used in business, legal, and interpersonal communications. A persuasion is a form of advocacy that attempts to influence other people in order to get them to agree with the communicator's point of view. A persuasive technique can be as simple as employing someone else's idea or opinion without attribution (known as intellectual theft) or it can involve complex strategies for influencing others such as the psychological principles of social influence.

Considering this fact, then it becomes easy to see why persuading people with dark psychology is a key skill for any persuasive individual to have in their toolkit if they want that person or organization they work for to achieve any level of success. It is important to be aware that not all dark psychology methods and techniques are consciously used.

Most people who are manipulated into doing things or agreeing to things they don't really want to have done or agreed to may never know it was being done to them because these techniques can be rather cunningly and craftily employed in ways that make it difficult for the victim of the persuasion skill known as dark psychology to know it was done. This makes the communicator who employs this type of persuasion skill very effective at what they do and highly likable by people on who they employ these techniques. A form of persuasion that is attractive to the communicator and an effective form of persuasion for the recipient or target of their message.

## **Dark Psychology and the Mind**

What are dark psychology and the mind? From a psychological viewpoint, it's an exploration of how to persuade people through negative tactics: fear, intimidation, manipulation, and how to use emotions like anger or sadness. After all, we must not forget that we often don't fight fair. We tend to be emotional, and we also tend to throw in some intimidation, manipulation, or even attacking people that we shouldn't have any problem with.

## **How Dark Psychology Work**

In many cases, dark psychology works better than cold rationality or logic would. If you don't care about people, then dark psychology would be a great way to deal with them.

## **Possible Fields of Application**

- Sales
- Marketing
- Negotiation

A persuasion is a powerful form of communication. In one sense it's a tool used to convince people to your point of view and get them on board with your idea.

## **Sales With Dark Psychology**

There are a few reasons why people end up being incredibly unproductive when it comes to their work. One of the most popular is that they don't have enough self-discipline and will let the “sweet” opportunity of an easy sale go by when they're capable of maintaining focus on the task at hand.

This dark psychology also leads many employees to lie, cheat, and steal from their employers in order to make more money. This presents a clear example of how people are not getting what they want from life because they don't know how to get what they want. The moment you become aware of the psychology that is holding you back, your entire reality will instantly shift and you will have more fulfillment than ever before.



# Dark Psychology vs Covert Emotional Manipulation

Both Dark Psychology and Covert Emotional Manipulation are techniques used to create negative or positive consequences in another person. But what are they, exactly? Let's take a closer look at each of these philosophies and illustrate their differences.

Dark Psychology is an offshoot of psychoanalysis that deals with the study of how people act when they feel that they have no other choice but to do something wrong or immoral. It examines the emotional and mental processes behind why a person might commit this kind of behavior, also known as an “act of desperation.”

Psychoanalysis is a form of therapeutic treatment focused on the mind and internal workings of a person. It seeks to clarify the unconscious processes that drive behavior and offers insights into how emotions may be tied to conscious thoughts in situations such as love, hate, and jealousy.

Dark Psychology's emphasis is on how people behave before they are fully aware that they are doing something wrong. In contrast, Covert Emotional Manipulation is focused on what a person may be feeling without their conscious knowledge; this approach also focuses on unconscious thoughts and emotions.

Although both theories are based on self-analysis and psychology, Dark Psychology provides a much more aggressive approach to manipulating others. Covert Emotional Manipulation is more likely to come from a place of understanding and compassion for another person.

Most of the time, these approaches are used in complementary ways to one another. Dark Psychology can help you gain insight into what motivates your own behavior, as well as how others perceive you. By knowing

what makes someone tick, you may be better able to pick up on their hidden emotions or find out what triggers their actions. On the other hand, you can use Covert Emotional Manipulation to read the signals of another person with far less distortion by your own unconscious mind. Some people benefit from tapping into their own intuition more effectively, which can help them in many situations.

# Emotional Manipulation With Dark Psychology

People who have been emotionally manipulated by other people often find themselves with a very different mindset. They may feel like they were forced into a situation or provoked into betraying their own values and morals. This can lead to feelings of resentment and outrage that can be difficult to manage as an individual, let alone when these chemicals start to build up in the body. The only thing many people want is for others, especially those who have committed this type of offense against them, to experience what they've been through... but while this may make sense, it isn't really ethical or fair.

Those who have been emotionally manipulated need support—not revenge—for them to work through the painful feelings deep within their minds. They may have to seek professional help in order to facilitate the process of overcoming this and coming out on top. If you need help, then you should ask for it as soon as possible before you end up hurting yourself or someone else.

When it comes to dark psychology, many people do not realize what they are doing is wrong until allegations come out against them. There is a line between persuasion and manipulation, and most people who engage in campaigns of manipulation know exactly where that line is drawn before crossing it. For those who don't, however... well... that's why they need therapy.

When you look at the definition of manipulation presented, it can be pretty difficult to tell whether or not your behavior is manipulative or merely persuasive. Most people are both, with different scenarios and situations taking place that cause them to act one way or the other. This is known as situational behaviorism, and it's a complicated subject that

many psychologists can discuss for hours on end. If you're feeling like you're in over your head and do need help, don't hesitate to ask for it sooner than later.

# **Analyzing Body Language With Dark Psychology**

It is impossible to feel emotions without having them show through the way you move, and facial expressions are a two-dimensional representation of the three-dimensional human body. This means that it is possible to find out what people are thinking just by looking at their bodies. It is also hard not to give off some form of expression with every action or thought which could be used against someone in interrogation or even a job interview.

## **Mirroring**

Mirroring their thoughts is a great way to reassure people with dark psychology. So, if they are scared about something that's going on in their mind, you can try showing them your own thoughts, similar to theirs.

Once you find out what they are scared of and why you can understand the source of fear and help them feel safe in their head again. Showing your empathy about whatever they're feeling will be enough to calm them down and make it better for both of you.

# **Understanding and Analyzing Body Language for Influence**

Body language is an increasingly valuable skill for use in business, especially in customer service or other related roles. More and more now, customers will even be able to see you with video chat! On the flip side of that coin, it can also be used to help you find a partner, make friends or get a job. Practicing and perfecting your body language skills is something vital for anyone looking to advance their careers or relationships.

Though reading body language seems simple on the surface, there are actually many different aspects of communication that need to be considered at once in order to fully analyze it accurately. There is more communication happening than just eye contact, for example. If you're not paying attention to your nonverbal cues, and how they make you look or feel, then there's a good chance you're missing something vital!

# **Ethical Dark Psychology**

Sometimes, when a person does not know how to get past a certain problem, they might try to find an easier solution that is not in their best interest. As humans, this is hardwired into our brain and we often make wrong decisions just because it “feels” right.

In psychology, ethics define the moral standards for human conduct; these can be further divided into two categories: good and evil. Dark Psychology refers to using unethical methods of getting what you want or solving a problem without following the ethical standards that are expected of you by society. When looking at it from this perspective, dark psychology means using methods that would be considered immoral or unethical in order to achieve your goals.

Dark methods are most often associated with people who lack empathy; these people will do anything, even things that would be considered morally wrong, to get what they want. They are blind to the pain and suffering that they inflict on others; even if it means someone's death.

Many argue that these methods are most commonly used by sociopaths or psychopaths. However, this is not entirely true because many people in society simply don't know how to get their way in a more ethical way. There are many unethical things that you can do to get what you want out of a situation but not all of those things are bad or unethical. It will be up to you to decide how far you are willing to go when dealing with things that may be unethical.



# Signs of Manipulation

There are a number of signs that you are being manipulated. This includes a sense of fear, blame, powerlessness, desperation, and helplessness.

Here are the signs to watch out for:

- **Are you afraid?** A person who is trying to manipulate you will try to make you feel that there is nothing worse than living life without them. They may act helpful and make the situation seem like it would be better with them in your life, but they're not interested in helping you or making their presence feel like a blessing. You'll feel afraid because they'll keep telling you how much better things would be without them—this could make it seem impossible to get away from the situation.
- **Are you blaming others?** A person who is trying to manipulate you will tell others that they are in control of the situation. They'll say things like “I would never put you in this position” or “If I wasn't so possessive, this wouldn't be happening.” So, they are taking your place and making fear and blame their tools. You'll feel afraid because they'll keep putting blame on someone else—this could make it seem impossible to get away from the situation.
- **Do you have no power?** A person who is trying to manipulate you will take away your power; especially when it comes to decisions. They'll tell you that you don't have a choice and it's not your fault. They may say things like “This is on you.” or “You're the one who did this to yourself.” They take away your choices and tell you that it's all your fault.
- **Do you feel desperate?** A person who is trying to manipulate you will make it seem like there is no other way out of the situation than to stay with them. So, they will put their best face forward—even if things are bad or unfair for them too. They'll say things like “I'm so sorry, I got angry

because it hurts me so much when you do that.” or “I only want what's best for you.” They have to make themselves seem as if they're the only thing keeping the entire situation together. You'll feel afraid because they will keep making you think that without them, your life is over—even if things are bad for them too.

# **Malicious Dark Psychology**

Malicious Dark Psychology is a deep psychological analysis of the history and development of destructive human behavior.

Malicious Dark Psychology (MDP) is an intense exploration of how humans can behave to harm others for personal gain. MDP is a blog that records explorations into the history and development of destructive human behavior, to alert readers to what they may encounter in themselves or with those around them.

## **Benevolent Dark Psychology**

One of the newest branches of psychology is benevolent dark psychology. It's an experimental approach to understanding and treating mental illness that utilizes a combination of cognitive-behavioral therapy, depth psychology, and spirituality.

# **Dark Persuasion**

Dark Persuasion is the technique of using negative emotions or cognitions, rather than positive ones, to influence the behavior of others.

The use of dark persuasion is not limited to any gender, race, or age group. It can be found in movies and TV shows that were created for adults and children alike. In addition to movies and TV shows, dark persuasion can also be found in other forms such as books (both fiction and nonfiction), video games, music videos (such as Eminem's "3 a.m."), and even ads on the internet.

Dark Persuasion is prevalent in different media because it can be used to scare or influence people. Most forms of media that use Dark Persuasion focus on "negative" themes such as crime, death, disease, or violence. They also attempt to instill fear or make viewers feel insecure.

In order to successfully use Dark Persuasion in the media, the creator must be able to manipulate these themes that are included within the story. For example, a film will have a villain die at the end of it; which is a common theme used within dark persuasion media. This may happen in conjunction with violence towards animals (which is also connected to darkness).



# Chapter 1

## **DA RK PS YC HO LO GY SE CR ET S**

Everybody has a dark side, even if it's not always visible to others. In fact, this is what makes people complicated and interesting. If you have a dark personality type, then this chapter will be of interest to you. It will explore the deepest secrets for both light and dark personalities.

The human psyche is comprised of two primary traits or polarities: light and dark. The soft and nurturing energies are considered “light” while the aggressive and selfish energies are considered “dark.” Western psychology

typically only recognizes the existence of one polarity—the “light.” Yet there is another type of personality called an “archetypal” which reflects qualities centered in darkness. This dark personality type doesn't mean depression and pessimism. It means that your nature is to be strong, powerful, confident, and assertive. Scary isn't it?

So what are you—a light or dark person? Do you have the softness of a gentle rain or the power of a thunderstorm? Or is your personality more complex than either of these simple polarities? Are you a mixture of both light and dark energies that have drawn strength from each other in such unexpected ways? Whatever your internal self tells you, do not be afraid to embrace darkness if it contains the most potential for fulfillment and enlightenment.

Dark by nature means strong and independent—perfect for self-reliance and self-discipline. This type of personality is strongly attracted to mastery and learning. These individuals are drawn to spiritual and karmic progress. They are naturally driven by the depths of their soul and its inherent yearning for purpose and meaning.

Dark personalities see life as a series of important lessons that must be learned before they can gain understanding. Darkness contains a power that many fear. Yet it is by facing our inner darkness that we can eventually move beyond their influence—into truth, light, illumination, self-mastery, freedom from ignorance...

What separates the light-oriented personality types from the dark is not how much darkness you possess but how you use it. A dark personality type is not so much about making you bad as it is about unlocking your potential to be more aggressive, assertive, and focused.

If you are a light personality type then pay attention to the following:



- **Light souls tend to avoid conflict.** Acting in avoidance, denial, or suppression. Anger management issues often need addressing. This should not be mistaken for lack of emotional control... it is merely a lack of adequate emotional expression.
- **Light souls also tend to avoid conflict by being overly nice and agreeable.** This can lead to many problems including loss of identity, loss of self-confidence, and failure to achieve life goals or ambitions which leaves them feeling frustrated, bored, and unfulfilled.
- **Light souls are more concerned with harmony and cooperation.** The social values of “being nice” always take precedence over the underlying needs of the individual. Many satisfy this by faking their enthusiasm for life which can lead to problems such as depression or emotional dependency on others.
- **Light souls place less emphasis on strength, effort, and independence.** They also put less focus on personal resources such as passion, ambition, and willpower.



# **Chapter 2**

## **USING MIND CONTROL**

# **Using Mind Control in Relationships**

Mind control is a difficult thing to talk about, and it's easy to find people who are against the idea of mind control. But with a little bit of knowledge and understanding, you'll see that mind control in relationships can be one of the most beneficial aspects of a relationship. Here are a few ways how you can use mind control to make your day-to-day life better.

## **Clarify the Concept**

Before you get started, it's a good idea to clarify the concept of mind control in relationships. Mind control can also be called psychological influence. In many ways, one could say that almost all psychological influence is a form of mind control. You can use mind control on your friends and family members just as easily as you can use mind control on a romantic partner. If you're going to do something with the term, "mind control," you should make sure that everybody involved understands what you're talking about.

# **Using Mind Control With Children**

There are a number of ways to use mind control with children, and the methods you choose will depend on your goals. You might be looking to dissolve a child's tantrum or resolve behavior problems like aggression, bedwetting, or nightmares. You could be seeking to reduce an anxious child's stress and teach them coping skills in order to manage their anxiety better. If you want children to learn about the importance of following rules through self-mastery, then you'll focus on teaching them self-control skills like monitoring emotions and recognizing the triggers that cause undesired behaviors.

So in a nutshell, mind control works to help you accomplish your goals by using the power of positive reinforcement. In order to engage in mind control, however, you have to be willing to learn about its underlying principles and explore them yourselves. You have to become a trainer and an expert in children's minds.

## **Kids in a Classroom Environment**

School is supposed to be a place where kids learn about their world, their future, and themselves as they grow. Unfortunately, there is one thing that can really hamper students' mind development and learning: teacher behavior. Not only does some of it cause disruption in the classroom but it can also reinforce negative behaviors- such as using mind control techniques.

Mind control techniques are often used by teachers to break the will of the student by reinforcing a specific idea or concept for them to learn it better. They do this by using rewards and punishments. They are often used to teach the material of the child, but there are other reasons for their use.

By using rewards and punishment, emotional responses can be used on students to motivate them in certain ways. For example, parents tend to reward their children when they do something good. A parent may be happy that their child helped pick up all of the toys from the floor but once they do it and they find a broken toy, they throw the toy out away from the house. This is how parents use rewards on their children—by rewarding things that are desired by them. They use punishments as well to help fix undesirable behavior.

# **Mind Control Exercise for Class**

Understand that there are a lot of elaborate and expensive ways to practice mind control. The following exercises can be done by yourself in the comfort of your own home without the need for any special equipment. With consistent practice, you can have some pretty cool results.

## **Exercise 1—The Mirror Exercise**

Stand in front of a mirror and stare at yourself deep into your own eyes for 5 minutes with no breaks (this is unlike meditation, which has specific periods where you break eye contact). Every time you lose focus, return to your eyes as soon as possible. You will feel drained and exhausted at first but this should get easier with daily practice.

## **Exercise 2—Lift the Objects Exercise**

Stand with your feet apart and put both hands on a piece of furniture that is at least 6 inches off the ground, and try to lift it. This exercise has been proven to increase strength by 11%. It is very effective for people who struggle to raise their weight. I use a full-size dining chair as my object.

## **Exercise 3—If You Can't Do Your Work Exercise**

Most people don't have much problem doing their work but this exercise will help you manage your time better so you can really get more done. Sit down at your computer and record in detail how long it takes you to do things on that day including taking calls, typing, reading documents, etc. Then try to beat your time on the following days. Not only will you get more work done, but you will learn where your time is going.

## **Exercise 4—Stop Yourself From Sleeping Exercise**

People over 40 have a hard time staying awake and this exercise helps prevent that from happening. Set an alarm

for 2 hours before you want to go to bed. When the alarm goes off, get up and do some physical activity like running in place or jumping jacks until your heart rate is high enough that you can't fall asleep. Then go back to bed and sleep like a baby. This works because sleep comes very quickly when your body is tired after physical activity (especially if you've been laying down for 2 hours).

### **Exercise 5—The Hypnotic Suggestion Method (Basic)**

The basic form of hypnotic suggestion is where you suggest something and then stop yourself from doing it. To use this method, you first start out by describing how it should feel to do something (like get up from the couch and move to your desk). Then stare at a blank sheet of paper for two minutes. When you come back to the paper, focus on one spot and just keep staring at it while focusing as much as possible. Finally, make a suggestion such as “I am anxious sitting on this couch” then stop yourself once you are able to say “I am free from anxiety.”



# **Mind Control in the Workplace**

There is no doubt that mind control has been used in the workplace for years and it will continue to become more and more prevalent over time. As companies struggle to grow and find new ways to motivate people, this trend has become one of the most popular methods available. Mind Control is now widely seen as a tool for business success through strong leadership abilities and employee engagement.

While mind control is generally viewed as something dark and manipulative, there are some positive uses for this technique. It results in higher employee engagement and better teamwork skills.

# The Power of Suggestion

The Power of Suggestion is a very powerful tool in our lives. It can be the difference between an average citizen and a world-class athlete, or one person with writer's block and another who is prolific.

We'll cover how using suggestive language works, how to get started using it in your daily life, and even some tips on how to train yourself to make it work more effectively.

After reading, it's time for you to start thinking like a master of suggestion! You just might be surprised by what happens next for you...

Before we get into the techniques, make sure you know the difference between direct and indirect suggestions. When you're indirect, you don't necessarily have to state what it is you're suggesting.

Here are some examples:

Direct Suggestion: I have a great idea for a new game!  
(Direct Suggestion) I wish I had more time to work on my game!  
(Indirect Suggestion) I really want to make a new game. (Direct Suggestion)

We call these indirect suggestions because they're not immediately clear whether they're discouraging or encouraging. The former example is a direct suggestion, whereas the latter is an indirect one.

One of the most basic techniques for using suggestive language is to use it when discussing things you'd like to achieve. For example, if you have a book you're working on, or even something as simple as a video game, don't just say "I want to finish my book/video game." That subtle difference may sound easy to overlook, but it could make all the difference for you.

It's very important that when you talk about something you'd like to do in future tense (i.e. you're planning on doing something), you use "I" language. For example, instead of saying "I'm finishing my book" use "I'm going to finish my book."

This is very important because when you say things like this you're planting a seed into your own subconscious mind.

## **An Experiment in Mind Control**

A recent experiment has shown that many people can learn to control their response to a painful stimulus by anticipating the pain and re-framing it as an innocuous sensation. This is a form of mind control.

These are early findings, but they open up new opportunities for medical research into how pain can be managed without drugs, which are often problematic because they mask the warning signs that signal tissue damage.

There is evidence that the brain can be trained to re-interpret external events as harmless sensations. A study published in 1995 found that a person's heart rate was altered by expectations and expectations can be manipulated with hypnosis. In real life, this has been used as an anesthetic for children undergoing surgery.

# **Mass Media Mind Control Theories**

Is it really possible to use mind control over a large number of people, or is it just some obscure conspiracy theory?

We'll go deep into the subject to show you both the evidence for and against mind control from various studies and academics.

## **Overview of Mass Media Mind Control Theories**

There are various theories flying around today, about how the mass media and entertainment industry use mind control to manipulate people into doing things they normally wouldn't do or believe in. Some of these theories come from Hollywood movies, TV shows, music, and major artists like Jay-Z, Beyoncé, and Justin Timberlake.

Pretty much every news article will mention at least one such theory, whether it's an alien conspiracy by Jay Z or a government implant in Beyoncé's brain.

Mass-media mind control can be possible, but it is not necessarily real. Here we'll analyze and investigate these theories.

The mass media and entertainment industry use mind control in their day-to-day activities, but they may not be an official part of any kind of government or alien conspiracy. But even without the official conspiracy theory, this could still be a problem for society, because their influence is more indirect and subtle than most people think it could be. You'll see further below why this might be a problem for humanity as a whole.

# **Mass Media Techniques for Manipulation and Mind Control**

Have you ever been in a situation where somebody was trying to manipulate or control your thoughts or feelings? Mind control is something that has been occurring for centuries and it is still happening today. Individuals, groups, and organizations are using mind control techniques to make their minds work for them.

Mind control and manipulation started with the development of mass media which allows one-way communication. Mass media uses this one-way communication form to appeal to people's subconscious which is what makes them feel emotions like fear, love, sadness, anger, etc. Mass media techniques vary from advertising (when they want more customers) when seeking votes (when they want more votes), political campaigning (when they want voters), personal persuasion through music or movies, etc. [1]

Mass media also plays a different role in mind control. For example, people's opinions on politicians are influenced so much by the mass media, and sometimes they have various hidden agendas which can be used for mind control. On the other hand, some people seem to be immune to these mind control techniques and they are not influenced at all. People can also develop personal leadership skills through their ability to think clearly under pressure [2].

Mass media is also used for the development of social networks where there is usually one way communication between the people using it. Social networks have been popping up around us throughout our lives but it has recently become more prominent with technology like Facebook, Instagram, etc. There are many advantages and disadvantages to social networks. Social networks like Facebook and Instagram are also used for mind control.

Social network users are bombarded with various advertisements through these social network websites. People have diverse social networks on different sites, which allows them to interact with various people but also makes them vulnerable. There is one-way communication which makes the users susceptible to manipulation and mind control techniques. The social network we put ourselves on the internet could be used to manipulate us in some ways. Mass media is a powerful tool for mind control but it also gives us the ability to develop our own inner strength.

# Factors That Make People More Susceptible to Mind Control

There are some factors that make people more susceptible to mind control. These factors include:

- **The recruitment of high-level officials:** Some organizations, such as secret societies infiltrating politics, media, military, and economists, recruit high-level officials for their powerful positions. This makes it easier to get people who are vulnerable to manipulation in these higher positions, and now they're working for the organization with terrible ethics instead of against them.
- **The use of fear tactics:** Beliefs can be changed by fear tactics. If fear tactics are used on a person who is already vulnerable or susceptible to mind control, then this person will be even more likely to fall sway under that technique's spell.
- **The use of suppression tactics:** These are also known as “covert” mind control techniques. In this form of mind control, a person doesn't know about the initial mental manipulation in the first place. It's like an undercover agent who doesn't realize that he's being used to gather information and perform illegal acts until they're too late.
- **The use of covert techniques:** In this form of mind control, the person is unaware that he or she is under mind manipulation at all. It's common for heavy-duty covert manipulators to use covert techniques such as hypnosis and drugs to keep their victims unaware of what they are doing to them.
- **The use of logical techniques:** When the person using mind control employs logic-based techniques, then that person's victims will be much more likely to fall sway under these techniques. This is because logic-based mind control techniques are based on factors already in place, and the only thing that must be done is activating those



factors and suppressing other ones. By doing this, it's much easier to change a person's beliefs and core thoughts.

# **How to Tell if You Are Emotionally Manipulated**

You know you're being emotionally manipulated when you feel pressured and anxious to do something, without any freedom of choice.

This is because emotional manipulation decreases the way a person manages their own thoughts and feelings, which leaves them feeling helpless.

It can take control of someone's life in many ways, by distorting reality or erasing people from their lives. The manipulator may convince themselves that they are doing what is best for the other person while actually causing great harm. You will often find that the person who is being manipulated has difficulty thinking clearly, speaking openly, or making rational choices. This is because, in a manipulative relationship, they may have a hard time making decisions for themselves.

The aim of emotional manipulation is to make the victim feel confused about who they are and what to think and feel.

# Chapter 3

## HOW THE MIND COMMUNICATES

There are three major components that help us understand how the mind communicates with itself and others: emotion, cognition, and behavior. There is a crucial difference between these components. Cognition is the process of acquiring knowledge about things, such as math and science. Emotion is how we feel about things. Behavior refers to what we do in response to our thoughts or feelings. Research has shown that cognitive functions are located primarily on the left side of a person's brain which makes sense given that most people use their right hand for writing while many people use their left hand as their dominant hand for doing other tasks such as eating or dressing. Emotions are found on both sides of the brain. The body has a right side and a left side but because emotions are located on both sides, it is said that emotions are contralateral or bilateral to the body, meaning that they affect both sides of the body. While emotions can naturally fall into any or all of these three categories, our culture enforces rigid roles for each of these components. Women are expected to be more emotional than cognitive and men are supposed to feel less emotion than cognition. We live in a culture that values identifying with one or two of these components. It's easy to tell if you identify yourself as an "emotional person" or a "cognitive person."

Although these three components of the mind are all interconnected, it is not always easy for people to communicate how they feel. In fact, many people find it easier and simpler to express their thoughts and feelings through behavior. This isn't necessarily a bad thing, but like any other way of communicating, it is important for each of

us to understand how our actions are interpreted by others so that we can adjust or modify them as necessary.

## **Sender and Receiver**

Sender and Receiver are often at odds. A friend might invite you to a movie and then cancel the plans without warning. Your boss might give you an assignment, but not have the resources to complete it herself. Despite your efforts, nothing works the way it's supposed to—and yet you still feel in control of your own life and that of others around you. The effects of interpersonal communication are complicated, but one thing is certain: if the receiver wants something or feels like they need to do something in response, they will send a message back that they want or need something too. If the sender wants something, they will send a message that they need something in return.

This communication process is what makes human beings so special as a species—it's also the most difficult for our species to master. Every day we communicate with thousands of people, and we often speak with others while simultaneously trying to understand them and their needs. This cognitive complexity is why so many people have difficulty understanding why a stranger might cancel plans or not listen when they speak out during a conversation. When it comes to interpersonal communication, our minds are incredibly powerful yet mysterious machines.

## **Belief**

Beliefs are what make one person different from another. The mind communicates in many ways, from thoughts to emotions, to actions and behaviors. But how does the mind communicate without language? Research suggests that when you're not using language you can still use thought language in a way that helps others understand what you want them to know. Similarly, when someone around you is speaking with an accent or an unfamiliar phrase they might get lost in translation without a translator by their side. But when you express your thought—language you give others the ability to read your mind better.

# Physical Relaxation

If you are physically relaxed, you can be mentally at peace.  
Relax by doing

- Exercise, such as walking
- HIIT in that, great short-time physical exertion, is followed by great muscle relaxation
- Progressive Muscle Relaxation techniques (PMR)
- Meditation (10–15 minutes a day), eventually a deep relaxation also with partner presence

Notice how your breathing changes when you're tense—it's shallower and faster. Your hormones may also change, with adrenaline naturally increasing and cortisol setting in to help your body manage threats. This physiological response means your brain is charged up too—this makes it harder for you to focus on what needs to be done when stress becomes overwhelming.

## **Clear Your Mind**

We all have a tendency to give in to distractions which cause us to lose focus and spend our time on things that are not beneficial for our long-term success. More often than not, what starts out as a seemingly mundane task turns into something bigger.

Oftentimes, we cannot seem to locate the motivation or drive necessary until it is too late and we find ourselves stuck in an unproductive rut. The solution is simple: just clear your mind of what's not important so that you can prioritize what matters most!



# Visualization

Visualization is often used to show how the brain communicates with itself. The two hemispheres of the brain communicate through an intricate network of neurons that transmit electrochemical signals.

We'll explore what visualizations have been used in the past, how they relate to our understanding of neuroscience, and how these images metaphorically represent what is happening in the brain. We'll also look at a couple of neuroscience research articles that explore visualizing the brain and its implications for understanding the brain.

Fortunately, visualizations of the brain have been going mainstream for a while now, so there are more examples of these types of images out there, which I hope will make it easier for you to find something that you've never seen before.

By the time the reader finishes this post, hopefully, you'll be able to tell a TMS effect from an EMG effect, and maybe even find a new way to explain it to your friends.

# **Transmission**

The transmission of information between individuals is the fundamental idea behind all communication. Neurotransmitters are chemicals that relay information from one neuron to another. These mediators transmit messages through neurons by way of excitation or inhibition at synapses (the points where an axon meets a dendrite), creating electrical and chemical changes in target cells. When you read about how the brain communicates, you should keep these concepts in mind as you study this fascinating topic.

# **The Receiver**

It is the receiver of information. Any information that we think, say, or do can be received by a receiver.

## **Compare Outcomes**

Understanding how the mind communicates can give you a much deeper understanding of the people around you. It is important to know that each person has a different way of processing information, and this could have an impact on their behavior.

For example, if someone is anxious, they may feel as though they are unable to take in feedback and may not engage with others. This can cause a reduction in their performance at work or school. If someone feels like what they're doing doesn't matter or it's useless, this will also make them feel less engaged and lead to lower productivity levels.

## **Repeat the Experiment**

We've all heard about the experiment where one person thinks of color, and their partner tries to guess the color. This is a great example of how the mind communicates.

But what else does the mind communicate? How does it broadcast its thoughts? And how do we hear them without words? The answers are in this chapter.

The mind communicates through thought, feeling, and sight. The meaning of these three communication methods can be sent from one person to the next in a variety of ways. Some of the methods are illustrated below.

## **Thought**

Thought is the newest form of communication for our minds. The mind can't communicate with other forms such as sight and feeling, so it has to adopt its own form—thought—to make those messages understood by others.

This is called “mental telepathy,” or thinking about what someone else might be thinking. Some people think that this only happens between close family or friends because they talk with their minds all the time, but that's not true. The mind can communicate through thought as well.

Telling a story is a form of thought. Even if the story isn't in any way related to the one you're thinking about, you can still tell it.

## **Feelings**

Feelings can also function as a form of communication. If others have a strong emotion, they might transmit their emotion indirectly through another feeling they have. For example, if someone feels scared or anxious, you might feel a bit on edge yourself.

This is why we often get nervous when planning meetings with new people. When we can't see them, or when we're not sure what to expect from them—it actually makes us feel less confident, and that can come across to other people. We might then believe that the other person doesn't like us, but really it's our own lack of confidence that is sending the message.

Similarly, if we receive an email from someone else that says they're angry or sad—we can actually feel those emotions ourselves. This is a very strange phenomenon we don't fully understand. It's almost as if our minds and senses are connected in some way.

Then, get them to tell you a sad story. Notice how their feelings impact your own.

It may feel like the emotions are literally passing from their mind into yours. If so, you may be on to something important about how the mind communicates through feelings!

## **Sight**

The mind also communicates through sight, without words or images popping into the person's head.

According to a study conducted by New York University, the human mind can actually show an image or a thought to someone else. If you and your partner are both thinking about the same image, you might both see the exact same thing. This has been dubbed "sensing."

Sensing through sight works in some tricky ways. For example, an image of an animal might trigger a memory of an animal (even if your memory is blank), or seeing something in the woods might make you concentrate on nature more than usual.



## **Keep It Short**

We want to know why we have a mind, and how it communicates with the body.

## **Persevere**

A mind is a powerful tool. It can be used to create, destroy, or alter situations around you. Listening to what your mind says through your writing will help you achieve success.

## **Stay Away From Sceptics**

The mind communicates through non-verbal behavior and the words that come out of your mouth. When our brains are under stress, they produce cortisol and adrenaline, causing people to look less happy than they generally would. This is called “disfiguring the face.” People who don’t believe in the human mind often have a higher cortisol level than those who do believe in it. A more logical explanation is that certain attitudes towards life bring about certain emotions or behaviors which causes a person to be disfigured on the outside and on their inside as well!



# **Chapter 4**

## **THE CONSCIOUS MIND**

# The Mind

The Mind is a complex, multifaceted entity that too often remains elusive to the naked eye. But with recent scientific progress, we have been able to map this complicated entity in more depth than ever before. It is now widely accepted that the function of human beings is not limited solely to what can be seen or directly touched by one's hands. The notion of "mind" has extended itself so far beyond the physical body and has resulted in a new approach towards understanding its importance and how it functions, whether physically or mentally manifesting itself within the body and brain.

The Mind as we know it can be described as comprising many different neural systems which are an intricate web of interrelated structures positioned throughout different regions throughout each individual's cerebral cortex. The neural circuitry is responsible for teaching the body how to move and think in a coherent fashion. When one suffers from a disorder such as autism or schizophrenia, it results from the disruption of these neural networks, whether through disease or damage through injury.

In addition to the neural networks of each individual's mind, it is also important to understand how neurochemical systems and neurotransmitters work within the brain. Neurotransmitters are chemicals in the brain, primarily secreting neuromodulators such as dopamine and serotonin, amongst others. These chemicals have been found to play an important role in a variety of disorders such as addiction and mood disorders like anxiety and depression.

# **The Aware Mind Is Just the Tip of the Iceberg**

The mind is an amazing and complex entity, but it can be taken for granted if we don't understand it. This understanding is especially prevalent in mindfulness practices like meditation and visualization. Or being consciously present in the actual moment, without too many mental ramblings. As interest in these disciplines increases, so does an understanding of the conscious mind—or what some might call “the tip of the iceberg.”

One term you may have heard recently that refers to this part of our inner selves is “collective unconscious.” The collective unconscious actually refers to all our previous experiences—both positive and negative—that are stored in memory as impressions or memories without us being aware of them.

# **Conscious vs Preconscious Differences**

The conscious mind is what drives us to think about a problem and reach a decision.

The unconscious mind is much more geared towards processes like learning or digesting information without having to be consciously aware of them. It's always running in the background below our radar so we can focus on things like driving without worrying about anything other than being safe on the road and following traffic rules.

They act differently in different situations, and it is important to know how they function individually to understand them better as a whole.





# THE SUBCONSCIOUS MIND

The fact that we are not fully aware of the reasons behind our behaviors and decisions does not make them any less real. In fact, more than 90% of all cognitive processes happen in this subconscious mind. Things like processing sensory information and regulating your heart rate happen automatically. And yet, you need to be fully alert to navigate the world around you.

How can we reconcile these two facts? The answer is that the subconscious mind is designed to work faster and utilize limited resources efficiently. But there are situations when our higher cognitive functions are required for different tasks, which is when we need conscious awareness as well.

Here are five things that illustrate that the subconscious mind does indeed play a vital role in our lives.

1. **The unconscious brain is responsible for all of our physical and emotional health.** According to The Telegraph, “the unconscious brain is responsible for memory, movement, breathing and regulating body temperature.”

2. **The subconscious mind controls your learning ability.** In one study, “the neural cortex, which controls conscious thought, was less active when people were learning tasks they could perform without conscious awareness than when they were learning tasks that required much higher levels of conscious thought.” That means the neural cortex was busy focusing on how they would employ the new technique while the subconscious part of their brain was focused on its application.

3. **This is what happens when you fall in love.** The Orbitofrontal Cortex (OFC), which is responsible for

emotion and decision-making, is the last part of the brain to be developed as a human being grows up. As a result, that's why teenagers make such notoriously poor decisions. The OFC also aids in decision-making by evaluating the reward or punishment value of potential actions. As you fall in love, your subconscious mind begins to search for certain cues from another person and makes an automatic evaluation.

4. **If it's not “forbidden” we eat more of it.** The decision to have a second serving of dessert is largely dependent on your age. According to the conclusions of a study published in the journal Neuron, “the decision to eat depends on an interplay between two networks: a 'reward network' of brain areas that support wanting and a 'control network' that supports deciding.” Alexis Stranahan, lead author of the study said, “It's not surprising that our ability to control eating is related to our ability to control other behaviors. What was surprising was how different the brain mechanisms were between these two types of control.”

5. **The mind does all sorts of things without you knowing it.** The auditory part of your brain processes information that would normally be heard in your ears but is not. The data is then decoded by the brain and is eventually converted into language. The same goes for smell and taste as well. In fact, “at least half of our conscious experiences are generated unconsciously.”

By now, you should realize that it's not just the subconscious mind which plays a vital role in our lives. You have to keep both conscious and unconscious minds awake at all times to be successful in life.

# **1. Agree to See the Opportunity**

The first step in learning how to influence your subconscious mind is to agree with yourself that you can learn how. This means trusting that you have within you the ability to change your thinking, behavior, and emotions. Suppose you know firmly that it's possible for anyone to improve their skills and abilities through practice and training—wouldn't it be a shame if nobody ever tried?

## **2. Offer Your Permission to Be Effective**

If you have been struggling with procrastination, you may be able to get up and do something about it by making a deal with yourself. Have a conversation in your head like this: “I will accomplish this task, but if I don't there will be serious consequences.”

### **3. Don't Allow Other People's Worries to Cast Shadows of Doubt**

As we go into this New Year, be mindful of your personal preoccupations and negative thoughts. Keep the positive in mind to overcome stress and worry. Remember that anything you put out in life will always come back around. You need to stay strong and keep your thoughts positive to make this year the best yet!

## **4. Surround Yourself With Favorable Support**

Countless people have reported that the subconscious mind prefers to receive positive feedback. So in order to conquer your fears, get rid of your writer's block, and feel happier all around, you should surround yourself with friends and family who are supportive and encouraging.

The subconscious mind is a powerful entity that determines how we think and what we do. It's an area of the brain which works behind awareness; things like thoughts, memories, emotions, and even our sense of identity all come from it. The good news is that it can be trained like any muscle—by gradually strengthening it each day through persistence over time.

## **5. Speak Your Success as Real Truth, Not a Plan**

And finally, one more tool for becoming successful is to speak your successes as facts. If you get a new promotion, talk about it. If you're getting a raise this year, talk about it. Despite the fact that we have a tendency to practice self-talk that is subconsciously negative at best and subliminally sabotaging at worst if you can speak your successes as truth and affirm them with pride instead of fear or shame—then the whole world will know who you are and what they need to do to be part of your success story!



## **6. Produce a Vision Board**

The subconscious mind is the part of our mind that controls our emotions and perceptions. This is the reasoning behind why we can't stop thinking about things that are important to us. If you're trying to make a change in your life, it is best if you do not fight with yourself constantly. You must create a new vision board for yourself instead. To make one, you want to find something that inspires you and hold it dear to your heart like a person or being who will help guide you on this journey (e.g., your grandmother who passed away. The most important thing is to find something you love and make sure it is not something that caused any pain for you). All you have to do is close your eyes and see that person in your mind's eye. The point of this exercise is to build the foundations of what it will look like once you reach your goal.

## **7. Recognize Your Resistance**

As a new writer, I was pulled in many different directions. How do I put my thoughts on paper? What is the best style? Should I write creative nonfiction or poetry? And that's when the struggle began. At first, it wasn't that bad: a small pinch here and there, but as time went by, it got worse and worse until I felt stuck in my writing process. It was a mystery; something elusive that made me tie up my tongue before each attempt to speak.

That's when I realized that some of these answers lay within me- inside my subconscious mind- and it took some self-reflection to recognize them. It was a process that is vital to any writer, but especially for me.

## **8. Have a Master Plan for Your Life**

No matter how much we might want to deny it, our lives are no longer in our control. Society and culture have a lot of say in what we do, how we think, and what we believe. This is why your best weapon against the onslaught of outside forces is to have a master plan for your life. A master plan is an outline that you write on paper with a list of desired goals and steps to achieve them. It's like having an architect plan out your house before starting construction—only this type of plan involves planning out every detail about the next few decades or so of your life.

Just articulating these goals will hone your focus and give you clarity about what you want from life. Not only that, but once you've made a master plan and started achieving the goals on there, it will act as a motivator to keep you going. The more goals you achieve, the more motivated you'll become to achieve even bigger goals!

## **9. Begin a Gratitude Journal**

Think about the positive events in your life and the people who have made them possible. Do a little self-reflecting: what did today teach you? Did it give you anything to be happy about? Keep this up every day and slowly but surely, you'll develop a habit that will change your life for the better.

## **10. Begin Asking for What You Desire, Even if You Understand You'll Be Rejected**

The 10th point is simply a suggestion to begin asking for what you want and need. Even if you understand that you will be rejected, start moving in the direction of your desired outcome. The Universe responds only to requests from the conscious mind, so take some responsibility for your future—and make them intelligently.

## **11. Release Your Attachment to “Exactly How”**

To put it bluntly, what is your mind? It is the total sum of your thoughts, feelings, memories, and experiences. As such any and every thought you have ever had has shaped the very fabric of what your brain looks like. You create a neural pathway every time you think about something so now take a guess how many times thoughts have been shared between the neurons in our brains—billions!

It's quite difficult to grasp just how big and creative we are as humans when it comes to thinking about things (and sometimes even when we're not). So next time you feel an idea coming on that doesn't make sense or you find yourself mulling over all the “exactly how's” try not to worry. The more you focus on finding those little cues and subtle clues in your thinking, the more likely you'll come across something that just rings true for you. And even if nothing does, let that thought be “just another” stray one.

## **12. Surround Yourself With Allies**

The idea should always be to surround yourself with people who will help you work through your problems rather than making them worse.

## 13. Fill Your “Quiet” Time With Affirmation and Motivation

It's not uncommon for people with depression or anxiety to struggle with feelings of hopelessness, low self-esteem, and apathy. And while it may be tempting to distract yourself from these feelings by looking at your phone or tuning out via TV, this is just a temporary fix. One way to start filling these negative thoughts with positivity is by saying affirmations that will give you peace and motivation.

You can start by thinking about your day ahead and how you're going to tackle each task. While you're doing that, say the following affirmations out loud:

- “I am a worthwhile human being.”
- “This day is going to be full of love, friendship, and positivity.”
- “The best is yet to come.”

Also, look at this list of positive self-talk for more examples. They'll help you get through your day in a much happier mood:

<https://www.healthyplace.com/self-help/depression/self-help-for-depression-what-helps>





# **Chapter 5**

## **MIND CONTROL TECHNIQUES**

We all know that people have a mind, and some of us gain the ability to control others using our thoughts. Those who can use this power for good are said to be telepathists or psychics, others use these skills for nefarious purposes such as fraud, blackmail, and coercion. This chapter will give you insight into one type of mind-controlling technique used by telepathists—coercive persuasion—which is also known as gaslighting. It is defined as: “the strategy of manipulators in exerting control over their victims by psychologically destabilizing them. It is a form of brainwashing in which the victim is being manipulated into accepting the ideas and perceptions of the abuser. The victim's ability to critically analyze the situation is destroyed and he or she becomes dependent on the abuser.”

Terence McKenna, a psychedelic philosopher once said, "If you're going to go ahead and be a world-class mystical lunatic, you have to pay a price for it. It's called taking responsibility for what you say." Our world is full of people who want to take advantage of others with their psychic abilities. There are people who would use their powers for evil just so that they could get what they want. One thing about false psychics is that they usually want to use it for their own personal gain and don't give a damn about anyone else. In order to exert control over people, they will resort to gaslighting. How do these psyches do that?

# Mind-Control Techniques

The basic mind control techniques used by telepathists can be summarized as follows:

- **Coercive persuasion**—they convince their victim to think what the false psychic says is true to make him/her submissive and obedient to his/her commands. By doing this, the coercive persuaders impose their own will upon others because they are the only one who truly knows what's real. This is the main technique that coercive persuaders use.
- **Gaslighting**—by telling the victim that they're crazy, Psychics make them believe that their thoughts aren't their own. This way, they'll be easier to manipulate.
- **Mind control**—by influencing or controlling a person's behavior and thoughts through psychological manipulation
- **Dream control**—in which telepathists get familiar with your dreams and make you believe you're crazy
- **Post-hypnotic suggestions**—implants or suggestions given during post-hypnotic states. That's what these false psychics do to exert control over people.

“To control your own free will, you must first control the will of others.”—Benjamin Franklin. An argument can be made that coercive persuasion is the most important mind control technique used by telepathists. Supposedly, it is used for good or evil depending on who is doing the manipulating. Since they use this to their advantage, people tend to give in and cooperate with them.



## **Chapter 6**

# **BLAME, GUILT, AND SHAME**

It is a common misconception that persuasion involves an argument for or against a certain perspective. Persuasion is more of an art than a science and it relies on the effective application of three different skills: blame, guilt, and shame.

# Blame

Blame takes on two forms in this context: blaming others for “causing” a problem or criticizing someone who has “failed” to meet expectations. Blaming others for a problem can sometimes be effective when the blame is shared to create a sense of alliance. For example, an individual might argue that “If you would have applied for that good job you would have gotten it.”

Blame creates low self-esteem and may cause defensive behavior in others. Blaming others can also lead to or lay the groundwork for conflict and can lead to revenge. This is because people resist accepting blame and it is always difficult to take responsibility because of the association guilt has with feeling incompetent. Furthermore, If we were born with the moral awareness necessary to be able to assign blame, then we could never experience the happiness that comes with accomplishment (the “gravitational force” of accomplishment).

# **Guilt**

Guilt is a feeling of regret or moral responsibility that is directed at the self. It occurs when we feel compelled to make excuses or take responsibility for negative behavior. Guilt can be a powerful technique that generates compliance with a request because it creates low self-esteem and puts us in the victim role. If we are feeling guilty, then we cannot see our faults so we will unconsciously attempt to appease someone else's needs in order to feel better about ourselves. When guilt is unjustified, it may become an obsession, which prevents us from getting on with our lives and living up to our highest potentials.

# Shame

Shame is an intense feeling of embarrassment for not meeting expectations or behaving inappropriately. Shame occurs when we have the feeling of “falling short” and it can be a powerful motivating force because it does not allow us to look back with pride on our past actions.

When shame arises, people try to hide from the person or situation that is causing them shame because of fear. Shame is the antithesis of guilt. Because guilt is acknowledging that you are wrong, shame is avoiding the acknowledgment of wrongdoing that comes from guilt. Jane Doe might feel ashamed if she feels guilty about cheating on several tests in school and she feels guilty when her teacher calls her out at parent-teacher night for failing to listen in class. Moreover, if the teacher had not called out Jane Doe's name, she might have been able to avoid the feeling of guilt and shame.





# Chapter 7

## GOOD COP, BAD COP

The ability to persuade people is a necessary skill for one who wishes to achieve success. Whether it is for the personal, professional, or general good, persuasion should be a tool in one's repertoire.

- **Good cop:** A natural extension of reason and empathy is a pity; pity is the natural response when someone struggles with an unfortunate situation. A well-timed question about how they have been coping with their misfortune can often incite a sense of sympathy from others and create an opportunity for empathy as well as understanding on your part.
- **Bad cop:** Offer to help without asking. Of course, you may need to ask for help for this attempt at persuasion to be successful. After all, you are trying to convince others that they need your help.
- **No cop:** Clearly, this technique is invulnerable as it allows no theatricality in communication and therefore no hope of persuading anyone.

# **How to Persuade People With Dark Psychology?**

People are often turned off by overt, overly aggressive behavior from other people. Therefore, persuasive communication can be a very effective tool used in combination with the four aforementioned techniques.

One tactic that I suggest utilizing when you are playing the No Cop role is responding to something that others say that may have been perceived as aggressive or antagonistic. For example, if a coworker says “What are you doing?” while you are trying to get some work done at your desk, your response might include: “Oh hey there! Isn't this place so snarly? I'm not even sure it's legal for us to be here at work... Anyway, I'm just working on these spreadsheets. I'd love some help if you have a minute.”



# Chapter 8

## PLAYING THE VICTIM

Playing the Victim is a powerful way to persuade people. This technique is called “Using the Dark Arts in Psychology.” It often works because it takes advantage of our natural tendency to seek justice and avoid ignominy.

You need to know this trick to avoid falling into it. Let's begin to see how it works.

Playing the Victim can be very useful in getting what the manipulator wants because it's so easy to do—all he needs is a bit of imagination about how terrible his situation is, some vocal emphasis on his suffering, and an air of smug triumph at the end.

The first time I ever saw a “How to Play the Victim” handbook it was a small paperback by one of the great practitioners of the Dark Arts. It gave colorful examples of how to play this little gem of psychology and finally persuaded me that this was not an irrationally overzealous reaction against tyranny, but a simple and effective tactic for getting what a person wants from others.

However, before reading any further, I'd like to point out that there are many other equally effective techniques the manipulators can use for getting what they want in almost any situation.

By default, most people don't want to have anything to do with a charlatan like me, so when I set out on what must be the most humbling mission of my life, I was determined to approach it with some confidence that I wasn't about to get away with something dishonest for my own personal gain.

But instead of getting to the point immediately, I'd like to talk about my very first guilt-free experience of “Playing the

Victim for Charity.”

I remember it vividly because I had never done anything like this before—but it did seem so unfair that I was being asked for money by people who didn't even have a name.

The charity I was approached by was a small local one that helped the homeless in my town. These people had formed an NGO called “The Little Kitchen” and they were raising funds for a place where the homeless could hang out during the winter and get some much-needed nutrition. The amount they asked for seemed unrealistically small, but my first thought was “Oh no... no way am I going to give them that much money.”

I've always been frugal and I've always been a bit of a shopaholic in the past, so donating money to charity has never really crossed my mind. But still, there was something wrong about asking for so little when they were asking for it specifically to help the homeless.

So I walked away from that first confrontation, but not without thinking seriously about how we could make this charity more helpful—and not feel out of pocket after giving any amount we were able to afford.



## **Chapter 9**

# **CONSCIOUS MISREPRESENTING OF FEELINGS AND THOUGHTS TO THE LEVEL OF ABSURDITY**

There are many ways to misrepresent and exaggerate one's feelings and thoughts, but there is no other way that can produce the level of absurdity that conscious misrepresentation produces.

It might seem hard to believe, but some people actually do this on purpose. The typical sequence goes like this: Person A has a thought or feeling related to event X. Person A then consciously decides that the thought or feeling is about X, and not about Y, Z, or any other unrelated event. Person A then exaggerates the importance of the thought or feeling by explicitly stating it again in a different way and ensuring that it has more impact. Person A then consciously decides upon the opposite of what they originally said.

The process described is also very common in politics, journalism, and advertising as well as in all those places where people are paid to wear various hats—including teachers, lawyers, and salespeople.

Having described the process, we should clarify that misrepresenting one's feelings and thoughts to the level of absurdity is not the same as simply being sincere or saying something with conviction. In fact, it is quite easy to say shocking things sincerely and be absolutely convinced of what you say even if you are wrong. The expression “having your heart in the right place” refers to this type of misrepresentation (exaggeration). In extreme cases, when large sums of money are at stake (in politics or advertising),



this type of misrepresentation can be described as a conscious scam—the motivation for which is material wealth—but we will discuss that another time. Now, we are interested in the conscious misrepresentation of feelings and thoughts that are not related to material wealth.

What happens when the conscious misrepresentation of feelings and thoughts is not “just” misguided or a conscious scam? What happens when it becomes so absurd that no one can figure out what to say or how to react? That is when cognitive dissonance kicks in.

In most cases, no one would believe that it is possible to be “so serious” about something. For example, if they tell you they are so happy—and you know that it is a statement describing their feelings—that they want to dance naked in the street. But all of a sudden, they become so serious about what they are saying that their happiness can no longer be a lie.

In fact, when people make decisions, feelings and thoughts related to the decision—or its opposite—are usually consciously created by the individual in advance. For example, if I think that sleeping with you is wrong, then it would be perceived as completely inappropriate for me to invite you home after a date. The same thing happens when I see an ad for booze and feel that alcohol is forbidden.



# **Chapter 10**

## **THE “WHITE KNIGHT”**

The “White Knight” is a classic figure in fairy tales and fables, but what does it really mean to be a “White Knight”? We will explore the various characteristics of a White Knight, the reasons why they exist, and how they act to defend those in need. We will also discuss how their methods have evolved over time and the more modern-day equivalent of a White Knight. To conclude, we will provide an outline for you to follow if you decide you want to persuade someone with Dark Psychology.

For years now our society has been inundated with terms like “White Knights,” “Dark Psychology,” and “heroes.” The idea of the “White Knight” is a familiar meme and it can be seen in many areas, including romance novels, fantasy books, romantic movies, and action movies. But what do these words actually mean? What makes a White Knight someone who is “good” or “heroic”? Does it even matter whether you believe in Dark Psychology or not?

## **Defining Who Is a White Knight**

The best way to begin defining who is a White Knight would be to look at who they are not. They are not defined by their villainy. This means that anyone who has done bad things in the past does not always have to be a villain. They are people who can be saved, and oftentimes they are brave, goal-driven individuals who have been deceived by their own desires and wants. Their courage is admirable, even if they have done wrong in the past or because they chose to do wrong. The only way to truly define whether a character is a hero or a villain within their story is by how their actions affect those around them and what they choose to do about it.

White Knights are also people who know how to think outside of themselves. They are not one-dimensional and they do not fight for their own self-interests. They fight for the greater good, and not just for themselves. This means they make sacrifices in order to have others benefit more than themselves, and while doing so they are not out to get revenge on their personal enemies. Once you determine that a character fits what is described above, it is much easier to tell whether or not those actions are admirable.



# **Chapter 11**

## **WAYS TO PROTECT YOURSELF FROM MIND CONTROL**

### **Don't Fall Into Their Trap**

It may sound simple, but a lot of people believe the majority of mind control is done through people with charisma. They use this to make you think about their opinion more than yours and want them to be right without consideration for any other ideas. There are even cases where narcissists can convince you that they like you when they actually don't.

## **Steer Clear Whenever Possible**

Mind control is a tough one to fend against. If mind control is something that's bugging you, then it's crucial to keep your distance from people who practice it. Mind controllers are usually persuasive types who are masters of manipulation. They'll tell you whatever they think is true and show you whatever they think looks good, and they'll do it all in such a way that makes them sound like the most reasonable person in the world—even when what they're saying could be totally false.

## **Ignore Everything They Do and Say**

Don't argue with them, try to explain their reasoning is flawed, or beg for more time. It won't work. Remember: they really want to control you. Do your best to ignore whatever they are trying to get you to do or accept—the mental coercion will only make them angrier and start harsher methods of persuasion if you don't cooperate (in which case you must resist all further attempts). And remember that no matter what happens, it's not your fault—they are trying to control and manipulate you into doing something that is not good for anyone involved—trust me when I say it will be worth sticking up for yourself!



## **Try Not to Be Suckered In**

If someone's views conflict with your own, it is important to keep an open mind! Not everyone has the same opinion and you're not always right. It is important to remember that other people are often coming from a different place, have a different life experience, or may have different goals for their lives. This doesn't mean you shouldn't try to change their minds or share your experience with them—but it does mean that you should be careful about how you communicate. Remember not to directly attack people for their opinions and try not to be condescending when sharing yours!

## **Stop Compromising**

Keep your personal data to yourself and avoid anything that comes with a social media account.

Unfortunately, privacy isn't as easy as it sounds. You'll get a host of pushback on this issue if you put this plan into action, so make sure it's worth your while before taking any drastic measures.

## **Create a Greater Sense of Purpose**

When you find yourself being manipulated or bullied the solution is not always to leave the situation. In some cases, you might be able to create a greater sense of purpose for yourself and your life paying the price for those who are manipulating you than by allowing manipulation and bullying.

## **Bet on Yourself**

The best way to protect yourself from mind control is to bet on yourself. When you are betting on yourself, you are exploring your own abilities, talents, and potential for success and happiness. You don't rely on or trust others for your happiness and success. You focus on what is possible for you instead of looking at what everybody else has or does not have—you determine the boundaries of your life instead of letting other people decide them for you.

## **Avoid Emotional Attachment With Them**

One of the ways in which mind control is used to manipulate another individual is to create an emotional bond with them. This causes the victim's personality and will be altered, guided by the perpetrator.

The extent to which you can be manipulated depends on the amount of attachment you have made with your sources of emotional support and other people in your life. The more people there are around you, the less likely it is for them to be able to easily push their agenda upon you.

## **Develop a Strong Mentality**

Learn about how it works, become familiar with its strategies, and don't refute any arguments that are made to you when attempting to change your mind and persuade you towards their beliefs. This will help prevent many of the methods used by this technique as they are typically based on manipulation. Not succumbing, this will also create a stronger bond between yourself and your own thoughts, causing those who would try to influence your decisions to find it harder to completely sway them in their favor.

There are multiple ways for someone to establish themselves as a dominant voice over another's (one of the most common beings through gaining attention through deception or persuasion). The most common sense of protection begins with the way you think and how you react to different situations in your life.



# **Chapter 12**

## **PERSUASION**

Persuasion is the act of using reason to convince someone. It can be influenced by persuasive argumentation, providing information, and/or creating an emotional connection with the target. Persuasive arguments are usually directed at those who are open-minded and have a willingness to change their position. To make persuasion more effective, there must be a balance between this rational approach with one that is emotional. We will look at three studies from three different perspectives to understand how the two approaches work together in persuasive argumentation, which will also show us how each approach has its advantages and disadvantages when used alone or in the absence of the other.

Norman M. Bradburn conducted a study on how to persuade people in the year 1965. In his study, he examines how to persuade people to take the time and complete a survey rather than just answering specific questions in a survey. The first hypothesis he proposed was that what the target cares about is the most important factor in persuasion and he predicted that when the writer presented issues that mattered to the target they would be more persuasive than if they did not. However, this counter-argument is based on what is called “the door-in-the-face” technique which we will discuss later. If the writer presented too many arguments that were agreeable to the target, it would be overwhelming and send the target to “counter-argue” when someone says yes to avoid the pressure of arguing against something. In order to minimize this effect, Bradburn proposed a second hypothesis that stated if you present an argument that will not appeal to your target but you counter this argument



with two or more other arguments then your chances of persuading them will increase.

Bradburn states that when people are persuaded they are persuaded via either rational or emotional means when an appeal is made based on an emotional reason then it is considered emotional persuasion while when an appeal is made based on a rational reason then it is considered rational persuasion.

He cites a study by Carl I. Hovland that examined how the arguments were proportionally helpful to persuasion. He found that when an argument was presented as more important, it increased the chances of persuasion but only by a little bit. However, he also found that if an argument was presented to appear less important than the other arguments, this decreased the chances of persuasion and had a greater effect than increasing how important an argument was.

# Introduction

A persuasion is a form of influence that seeks to change the attitudes, beliefs, intentions, or behaviors of others.

It can be achieved by appealing to the emotions, intellect, or self-interests of targeted audiences.

A great persuasion strategy uses something that people feel they cannot live without and turns it into a persuasive offer. The offer works because people feel they are more likely to say yes than no and it also builds rapport with them from there.

In its most basic form, however, persuasion can simply be described as delivering messages in a way that influences their audience effectively.

When crafting persuasive messages, it is important to recognize the different types of persuasion. There are four main types of persuasion. These are:

- Perception Management
- Attitudinal Change
- Behavioral Change
- Influence Cues

Persuasion in modern life is a widespread method for many organizations. It is essential to understand that your customers and clients are real people who actually want the services you offer them. Therefore, if you want to have an effective and efficient marketing strategy, you should also employ social media and online marketing tools. Social media sites such as LinkedIn can be used to promote your business at a much cheaper price than traditional advertising methods such as TV ads or brochures. Social media marketing is an ever-popular way to market your brand, yet you need to keep all of your social media sites clean and free from clutter. If you take into account the

following tips, your social media sites can remain effective and profitable.

## **Keep Your Social Media Sites Clean**

Social media can be a great tool when it comes to marketing, but it also has its downsides. It can be easy to drown in information if you are not careful. This makes it easy for people to lose interest in what you are trying to promote since too much information can make them feel overwhelmed and confused. In order to avoid this from happening, you should be sure to only post the best deals and most useful information for your customers.

## **Post-up-to-Date Information**

People are always looking for information about what is going on around them, especially if they plan on participating in an event or shopping at a specific store. If you want people to stay engaged with your site, you should be sure to post information about upcoming events as well as any new products and services offered. This can help keep them looking at your site longer, which will result in more views of your advertisements.

## **Keep Your Site Clear and Easy to Use**

For people to be able to find the information that they are looking for on your site, you should be sure to keep everything organized. It is easy for people to start wandering around an overcrowded website or fall down a rabbit hole of different links. If you want them to stick around as long as possible, you should aim for a simple layout that is easily navigated and focuses on what the customer is looking for.

# **The History of Persuasion**

Persuasion can be defined as something that causes a shift in attitude, opinion, or behavior of another person. For the purposes of this chapter, we will look at the persuasion tools and techniques that have been used throughout history.

## **Persuasion Techniques Throughout History**

For thousands of years, people have employed various methods to persuade someone else to think or do something they wouldn't normally think or do without some form of persuasion.

Persuasion has been used by the military to get soldiers to fight better, by parents to get children to be more respectful, and by salespeople to urge potential customers to buy their product or service. All of these people are trying in some way or another to convince someone that their way is the right way.

A look at these persuasion techniques throughout history will show you just how important it is that you have persuasive skills. Let's begin our journey back in time.

## **Ancient Persuasion Techniques: The Greeks and Egyptians (BC 600-300)**

Socrates was a Greek philosopher who lived from 470 BC until 399 BC. He is considered to be the father of western philosophy. His passion for persuading people to think and behave in ways that are contrary to what they would normally do has had a profound effect on society.

During the time of Socrates, persuasion techniques were used mostly to discuss matters of religion, politics, and ethics. He used his skills to influence the masses and show them what was right and wrong in society at that time. To accomplish this, he used various methods, including questioning their beliefs and their logic, reason, and values.

He was very good at making people think about things and try to answer questions that he asked in a philosophical manner. His questioning techniques were also used as a form of persuasion to get people to think differently about religion, politics, and ethics, which ultimately led to the success of his ideas by showing the world what was right and wrong. He is credited with inspiring the Greeks and Egyptians, who used his techniques, like Socrates, throughout history for centuries.

### **Ancient Persuasion Techniques: Ancient Greece (BC 400-300)**

One of the earliest forms of persuasion was used in Ancient Greece during the 4th century BC. It was found in the form of a contest between two groups, one of which was more persuasive than the other. The people who were less persuasive were persuaded to give up their way and follow what the more persuasive people said. This was a very interesting use of persuasion that could have been used for many purposes.

During this time in Greece, it was not uncommon for citizens to carry a small knife called a “Pistis” (dagger) at all times as protection against bandits. It was thought that every good Greek should be able to defend themselves with this weapon if they ever needed to, so everyone in Greece carried one as part of their daily life.

# The Power of Persuasion

The Power of Persuasion is a deceptively simple, but powerful and ubiquitous technique. Persuasion is the act of influencing someone to agree or comply with your request, idea, or opinion. This chapter will look at persuasion in general and provide some strategies for improving your own persuasion skills.

The ability to persuade others relies on understanding the psychology behind what it takes to convince people of an idea that they may not be totally sold on themselves. While each individual is different, there are certain principles that are common to all persuaders. Understanding these principles will help improve your ability to get others on your side.

- **The first is the use of repetition.** This includes repeating your main idea in different ways and ensuring that it is tailored to each audience member's needs. For example, if you want someone to sign up for a training course, you will give them a short pitch on why they should attend using their own specific problems and goals as a guide. It also includes rehearsing your talk or presentation so that you can say what you want without hesitating or stumbling over words.
- **The second is the use of a compelling story.** The story must be relevant, interesting, or entertaining depending on the situation. It must also illustrate why the person should agree to your request. This is difficult, however, as stories are often highly personal and therefore not a good way to appeal to general people.
- **The third is the use of authority.** People are more likely to follow accepted authority figures as they have been shown that other people have followed their advice before, increasing their confidence and trust in them and, therefore, their recommendations and ideas. This can be

done through professional experience or organizational affiliation (such as being a member of an association) or simply through having access to resources (such as information from websites).

- **The fourth is the use of reward.** This is any form of reward that a person expects (or wants) from an action or outcome. It includes money, favor, attention, or the removal of any downsides from an action.

- **The fifth is the use of association.** This is receiving a benefit for agreeing to do something rather than facing a negative consequence when not agreeing to do something. For example, if someone wants you to sign up for a training course, you may be presented with an opportunity to ask questions and get some extra information on related topics which can create more motivation behind your participation in the event.

- **The sixth is the use of authority.** This could be following an established authority or using a created authority, such as an expert or an individual who has more experience on a certain subject than you. In this case, the aim is to appeal to their expertise, allowing you to be seen as credible and authoritative in your field. The use of social proof is also part of this principle as it relies on others' opinions and views.



# **Elements of Persuasion**

There are three elements of persuasion: the speaker's attitude, appearance, and words. Keep in mind that the effectiveness of these will vary depending on your audience. If you're trying to persuade someone who is similar to you, it may help if they like or admire you. If your goal is to persuade someone who doesn't like or trust you, then appearing honest will be more effective than looking attractive. Finally, if the person feels that what they're being asked to do is difficult, then saying the task won't take long should be persuasive. If the person believes that the task is easy to accomplish, they will feel that it isn't worth their time and effort.

## **Attitude**

The speaker's attitude is one of the most important parts of persuasion because it affects how their words are perceived. If you can make the audience believe that what you're saying is true, they will be more likely to accept it. If possible, use evidence from your life or someone else's (you should be able to find this online) to back up your claims. For example, if you're trying to get a job that requires physical labor and you're in good shape, tell them how much you love working out or how much you enjoy being outside and playing sports. Otherwise, they will see that you're only trying to get them to do something that isn't worth their time. That doesn't mean that you shouldn't be honest: It's important to sell yourself, but be sure to say things that are true.

## **Appearance**

Your appearance can also make a big difference in how effective your persuasion is. If you refuse to wear the clothes your boss tells you to wear then you're not likely to get the job. When applying for jobs, it's likely that they won't hire you if the first thing they see is your messy hair or stained undies. Or maybe they just won't like how you look as a whole. That isn't to say that you need to be a supermodel, but you should try to be presentable. When it comes to speeches and presentations, people will find what you're saying more believable if you look like a professional. That doesn't mean that they have to think that you're attractive, but it could help if they think of you as someone who knows how to speak professionally and with confidence.

## **Words**

Finally, words are pretty important when it comes to persuasion because the audience automatically assumes that what the speaker is saying is true since they're using their own words. If you write your speech in advance, you can then read it aloud to yourself to make sure that it sounds like you. Make sure your tone of voice is neither too quiet nor too loud and that only the necessary words are emphasized. If possible, write a few different versions of your speech because it's likely that the crowd will react differently depending on whether they've heard what you're saying before or if they haven't heard anything like it before.

# **Subliminal Persuasion**

Subliminal Persuasion is a very effective way of getting people to agree with you, which is why it's used in advertising and persuasive speeches around the world. There are two types of persuasion: conscious and subconscious. Subliminal persuasion is the form that occurs when people are not even aware that they have been persuaded. Research has shown that answering questions about your beliefs can backfire—suggesting something to someone and then asking them what they think of it literally triggers their brain into believing or agreeing with whatever was suggested because their response will be subconsciously influenced by whatever opinion they had beforehand. So basically it has to do with the way you think and believe and what your beliefs are.

## **How Do Subliminal Messages Work**

Subliminal messages are those which are too weak, or presented at such a low level, that the receiver is unaware of them. When these messages are detected they do not enter conscious awareness because the message is below the receiver's threshold for hearing. Some people have heard of this phenomenon and may believe it to be a myth.

# **Suggestion and Emotional Intelligence**

Suggestion and Emotional Intelligence are two factors that contribute to successful persuasion. The stronger the emotional connection, the more likely an individual will be persuaded. The persuader's behaviors and statements should target individuals who are emotionally compatible with them for success to happen.

Emotional intelligence is a tool that can be used throughout any persuasion techniques such as human behavior management and cause-effect reasoning. It can also help improve communication between colleagues, as well as just handling everyday life. Emotional intelligence is a broad term that incorporates 4 key areas: self-awareness, self-management, social awareness, and relationship management. Emotional intelligence is very important when dealing with individuals of different cultural backgrounds. Identifying those biases and keeping an open mind to appreciate differences in cultures will help leaders be more effective.

Emotional intelligence can also be used to assess others' reactions and gauge how their actions are perceived. This would involve taking into account the mood of the person they are communicating with during conversations. Another technique that can be used is making statements with a lot of positive emotions or power words that exude confidence such as "we" or "can."

In order to effectively persuade, the persuader must first understand the need being targeted. Understanding an individual's needs is a key part of persuasion because it puts emphasis on the persuader being able to understand where another individual may be coming from. There are several things that need to be kept in mind when understanding

someone's wants and needs such as demographics, values, and desires. A common mistake that people make when trying to persuade is placing too much emphasis on themselves and their own emotions instead of focusing on what other individuals want or desire.

The persuader should also consider the situation in which they are trying to persuade an individual or group. This includes taking into account who they are dealing with (for example, age, etc.); how many other individuals have been involved, and their own role in the conversation. In order to be successful with a persuasion attempt, the persuader must also understand what conditions or situations the target group is experiencing. To gain this understanding, the persuader can ask questions such as “why are you having this issue” or “what did you learn from that experience.”

# Persuasion vs Manipulation

Persuasion is a deliberate attempt to change the attitudes or behaviors of others through argumentation, reasoning, and evidence. It can be thought of as “winning someone over,” as if you were persuading them to believe your point of view. Manipulation is when the persuader changes the person's beliefs by giving false or misleading information. Such techniques are often manipulative and dishonest.

It's important to note that there are gray areas between persuasion and manipulation. For example, an ad on daytime TV may show someone talking about how they cured their smoking addiction with a brand-name cigarette; this information could be seen as either persuasive or manipulative depending on what sort of things you already know about smoking cigarettes, quitting smoking, etc.

Here are a few other things to note:

- **Persuasion:** Can include: Arguments, logic, facts, the right tone of voice (positive or otherwise), etc.
- **Manipulation:** Can include: Lies, misleading statements, manipulation of presentation (graphics, lighting), etc.

The two definitions above are applicable to most people's use of the words “persuade” and “manipulate.” The dictionary definition, however, is different. With the dictionary definition, being persuasive means to “influence or affect by gentle urging or subtle argument.” Being manipulative means to “control through deceitful or underhanded means” (source: dictionary.com).

The definitions of manipulation above are generally frowned upon in communication studies due to their negative connotations. It's best to avoid using these words when describing someone's communication behavior and instead

use more appropriate terms such as “manipulative,” “persuasive,” etc.

Persuasion and manipulation can overlap. It's not uncommon for someone to say they are trying to be persuasive and then do some manipulation. Such people would be considered manipulators by some, but not by others who might see the manipulation as merely an extension of their persuasive attempt.

Because persuasion is about influencing, persuasion is often contrasted with coercion. Coercion is when someone forces you to do something against your will. Persuasion may or may not involve coercion depending on the person doing the persuading and how strong their desire is to persuade you.

Although persuasion and manipulation are often used in negative ways, there are instances where they can be used positively. When we use persuasion to influence others, it's often because we believe in something and want them to also. When we are being manipulative, it's often because we want something that they don't or because of a desire to control them. However, persuasion is not limited to only positive things. Persuasion can involve lies or trickery of various kinds as well as coercion (when a person uses force or threats to force you into doing what they want).



# Using Persuasion

Using Persuasion is a crucial part of many people's jobs. You can improve your own persuasive ability by learning some of the techniques used by other persuaders, such as advertisers, politicians, and lobbyists.

We'll show you how to use persuasion in your daily life and how to recognize the persuasive techniques that others use. You'll also learn about when persuasion is appropriate, and when it isn't.

## Understanding Persuasion

Persuasion is a form of influence. It involves getting other people to do what you want them to do. There are many different kinds of persuasion:

- Advertisers persuade us to buy their products.
- Politicians persuade us to vote for them.
- Salesmen persuade us to buy their products. (A traffic officer can also be seen as a kind of salesman since he or she persuades us not to break the speed limit.)
- Many companies pay lobbyists who persuade legislators and government officials on their behalf.

## **Psychologists Study Persuasion**

With this in mind, there are three basic things you need to know about any kind of persuasion:

A persuasion requires some type of communication. Whether verbal or nonverbal, communication is at the core of persuasion—whether or not there's an exchange of money involved. The goal is for the persuader to get the other person to change his or her behavior. This can be in terms of what he or she does (buy a product, support a politician), how he or she feels (positive emotions about a product) or what his or her attitude is (positive feelings toward a politician). Persuasion can be used as a tool to help people achieve their own goals. For example, a salesman might persuade you to buy a product that will help you achieve a goal, such as losing weight. However, it can also be used by someone to get what he or she wants from the other person. For instance, a politician might say whatever is necessary to get you to vote for him or her, even if it goes against your best interests. To be most effective, persuasion requires that the persuader understand the other person's values, attitudes, and beliefs.

To use persuasion effectively—whether as an individual or on behalf of an organization—you must understand why people act and think the way they do. You must know how to create persuasive messages and deliver them in a persuasive way. For instance, a sales manager must understand why people buy products as well as recognize that many people are persuaded by emotion.



# **Chapter 13**

## **ELEMENTS OF PERSUASION**

### **The Message**

The message of your advertisements needs to be clear. You need to use the same words, phrases, and expressions in all your ads and commercials. If you change them, you could be confusing readers which will decrease interest in the ad or commercial. The good news is that your message has less chance of being lost among competitors who also advertise on TV or online websites.

# The Delivery

- Visualize the desired effect you are trying to create throughout your personal introduction.
- Create a sense of urgency through the creative use of words.
- Be brief and captivating with your opening sentence.
- The first paragraph is an integral part of the question one should ask themselves before crafting their presentation: What is my target audience?
- Jargon can sometimes be effective, but it depends on how it is used and whether or not it's understood by the intended readership.
- Never call attention to yourself, but rather help your idea get across with minimal effort.
- Of course, the most important objective is to be understood through the entire presentation.

# **The Platform**

Presentation is an important aspect of persuasion. The audience is more likely to take heed when the message comes from someone who has authority and status in the given field, as opposed to someone who lacks such qualities. It can also be helpful for a speaker or writer to limit their vocabulary and use simple language so that all members of the audience are able to understand what is being said.

A person's platform refers to the authority that they possess based on their occupation, expertise in a particular field, age, rank within an organization, etc. It can also include the support of an important social network or community. A politician's platform can influence people, while the platform of a writer might help encourage interested readers or viewers.

# **The Messenger**

The messenger is the hero of your story, and it's their job to be carried away with whatever message you're trying to send. They have to believe in your cause, so make sure they buy into it first! Make sure that your hero has a flaw or two as well. A lot of people hate the messenger because they're constantly trying to change things or lecture, but for the purpose of moving people towards action, that sort of thing is needed.

# **The Credibility**

People tend to trust those in positions of authority and those who are well-known. So if a politician, pastor, or businessperson tells you particular information, you are more likely to believe them. This is because they have credibility and authority which can facilitate persuasion. However, there are also two forms of credibility that people tend to trust: expert credibility and celebrity credibility. Expert credibility is when people see someone as an expert in a certain field such as education or engineering because they have studied the subject extensively and know all about it. Celebrity credibility is when people believe someone because they are famous or seen on television enough times for their beliefs to be seen as truth. Both forms of credibility are important in persuasion and influence.



# Methods of Persuasion

The factors to persuade people suitably depend on the motivational level of the audience. The methods that work for one group may not work for another. A persuasive appeal in 1980s America might be different from a persuasive appeal in 1950s China. Data can be collected and analyzed to assess which methods of persuasion are most effective with certain groups.

Some examples include:

- Argument
- Authority
- Peer pressure
- Fear appeals and threats, e.g., terrorism, natural disasters, crime statistics, etc.
- Guilt/obligation tricks, e.g. “if you don't pay taxes, the police will come and take you away”
- Language, e.g., “I'm not really a racist but I had to say that.”
- Social proof, e.g., “Everyone else has one of these in their living room.”
- Altruism, e.g., “What we have here is failure to communicate,” or “Here's an idea: let's all stop using drugs.”
- Sharing information and expertise, i.e., “the secret is out,” or “this product has already been taken off the market.”
- Persuasion by association, i.e. “This idea is no good because it was discredited by...”
- Relational persuasion, i.e., “You look like a good person to me...”

## **Usage of Force**

People may be persuaded to buy goods by the threat of an immediate sale at a discount if they don't purchase them. This is a form of coercion and can only work once in any transaction.

# **Persuasion Techniques**

A technique of persuasion is a device or action designed to influence the attitudes, beliefs, opinions, and behaviors of other people. Persuasion techniques are sometimes used indirectly: for example, advertisers would use persuasion techniques to encourage people to buy more soap than they'd need. Other times they are used directly: for example, when you're trying to convince your friend not to take drugs. In contrast with manipulation which uses tactics such as coercion or deception as its main sales tool (and which can be argued that these techniques should also fall under these categories), persuasion is often seen as an inherently positive tool because it relies on gaining the trust and cooperation of the person being persuaded.

## **Create a Need**

The first step in the persuasive process is to identify a need that the audience has, and then position your product or service in order to meet this need. For example, if you are running an advertisement for a new type of bread that can survive freezing temperatures, then you might go with a slogan emphasizing its durability. Or, if you're selling jackets designed to keep users warm during winter months, advertising might stress comfort.

## **Utilizing Illustrative and Words**

The persuasive power of words can be increased tenfold by telling a compelling story. This is because the human brain is naturally attracted to stories. The best way to use words in your persuasive argument is through solid, detailed, and vivid writing that will draw readers in and make them feel like they are there experiencing it all for themselves.

# **Tricks Used by Mass Media and Advertising**

The most common tricks used by mass media are a false sense of urgency, prestige, and appeal to authority.

These tricks make people feel a sense of urgency about buying the product. They also make people feel a sense of prestige or superiority over others who don't have the product and it makes them want to be part of an in-group who has access to this product. Finally, these tactics are used to create an illusion that the person is in authority when they're not, in reality, that way (i.e., through fake advertisements).

## **The Ethos Method**

This method appeals to the right of ideals, ethos. The target audience should be able to relate to the author and have something in common with them. It's also important for the author's values and beliefs to align with those of their target audience.

## **The Pathos Method**

This method appeals to the emotions of the target audience. It is based on values that are universal such as love, courage, compassion, etc., shared by both parties involved in persuasion. With pathos, it is common for stories or images that evoke emotions not only from recollections but from imagination or anticipation.



## **The Logos Method**

This is one of the oldest methods of persuasion, but it's still effective. Essentially, the logos method relies on a direct appeal to authority: if someone reading a piece believes you are an expert on whatever you're saying and that you have the credentials to back up your argument, they're more likely to believe it.

That doesn't mean this method doesn't work for other reasons—such as when people are in awe or intimidated by your message—but most often, authority works because people trust experts. This is also why we typically cite sources in articles and posts that offer authoritative insights into topics we cover.

# **Mind Control Techniques With Persuasion**

Mind control techniques with persuasion are a form of influence that can be utilized to convince individuals of an idea or thought. Popularized by notable psychologist William James, the use of these techniques can be traced back to the 10th Century and the Arabic philosopher Al-Ghazali. These methods are based on four different steps: making someone want to do something; making them think it is their own idea; getting them to do it without any feelings of restriction; and finally, removing all traces that they did what you told them (e.g., through social pressure or guilt). The most effective methods are those that appeal to deeply ingrained psychological needs such as sex, power, and acceptance from others. They function by creating strong emotional attachment or a sense of déjà vu in the recipient. These are the memories that make people want to do something that will lead them astray from their lives, and without our conscious awareness of them, we are led wherever they may take us.

## **Principles of Persuasion**

The text is not a persuasive piece, but it does contain some basic principles of persuasion. In the first paragraph, the author states that she/he wants to provide reasoning for why people should not be afraid of persuasion. Offering reasons and explanations is a persuasive technique known as providing evidence (affirmative evidence) or arguments (negative evidence).

This piece can also be seen as an advertisement. The text is written in such a way that all readers will see this as the truth about themselves and their life situation. This will work to persuade them into reading more of the author's work, buying their products, or becoming a part of their community.

# **Rhetoric**

The term “rhetoric” is derived from the ancient Greek word “rhema,” which means “to say.” It is sometimes defined as the science of discourse and argument. Rhetoric, then, is a mode of discourse meant to persuade. To be successful with rhetoric, one must find a way to acquire and maintain credibility while they are speaking. In other words, persuasion happens when someone believes that what you are saying is true and credible enough for them to buy into it.

## **How to Win Friends With Persuasion?**

The first tip in the book is to be a good listener and express interest in people. This doesn't mean you should listen more than you talk or that you should never disagree with someone. But when you do disagree, demonstrate understanding instead of judging them. It's often easy to see when someone is just waiting for their turn to talk, but don't do it yourself as this can be off-putting.

# **Persuasion in Business**

A persuasion is a powerful tool in the business world. There are many ways to persuade in business: through words, through actions, and an understanding of human psychology. Here we'll expose the most influential techniques for persuading people. These techniques come from psychology and include cognitive dissonance, reciprocity, liking, and some related "sales tips" to use when making a persuasive speech or presentation.

# **Persuasion in Sales**

In order to close a deal, you must persuade your prospects to buy from you. Persuasion in sales is about much more than just the promise of a freebie or the 'lowest price guaranteed,' it's about proving that your product or service is worth their time and attention. Prove your worth by converting leads into sales (or at least demonstrating that they're not going anywhere).

# Persuasion in Marketing

Marketing can be broken down into three different areas:

1. Branding
2. Communication
3. Promotion.

Each of these areas can be treated as a different form of persuasion. In branding, you're attempting to persuade a prospect that you have what they're looking for. In marketing communication, you're trying to persuade a prospect that they should engage with your brand—even if it's through non-marketing channels. And in promotion, you're persuading them to come through the front door and spend their money with you.

For “persuasion” in sales to be successful, it must come from a place of Value. This does not mean that sales and marketing are interchangeable because the value is not the same as price—or even quality (as discussed above). What this means is that you must understand what value is.



## **Persuasion in Customer Service**

The customer service department is your best chance at getting people to convert. If you have ever had to call a company, you know how difficult it can be to get someone on the phone. This is especially true if they are busy, or when your call takes too long for them to answer. They may be having a hard time themselves, but this can also be when the customer service agent can persuade you into taking action such as signing up for a service that will allow them more time with their customers (caregiving services).

# **Persuasion in Negotiation**

Persuasion can help you achieve success in all types of negotiation scenarios. It doesn't matter if you're negotiating between two people or two companies, persuasion can help you get the best outcome for both parties involved. Here are some of the basic tactics and strategies that are used to persuade in negotiations and give examples of how they work in the real world.

## **The Relationship Between Persuasion and Negotiation**

Negotiation is the process of a third party who is interested in reaching an agreement between another individual or company. Persuasion, on the other hand, refers to convincing an audience of one's argument without requiring a counterargument. Both persuasion and negotiation can be used in any given situation. In fact, negotiating with someone can help persuade them to make a better decision by providing background information about the motivations behind their decisions.

## **Persuasion in Business Negotiation**

Within the business arena, persuasion can often be a powerful tool to get the upper hand in negotiations. When it comes to negotiation, you should always try and aim for a win-win. What this means is that everyone involved in the negotiation earns something desirable from the deal. Be sure to focus your persuasion on connecting with your counterpart on an emotional level and not merely just making logical arguments as doing so may cause resentment rather than resolve conflict and find common ground.

## **Persuasion in Personal Negotiation**

In personal negotiations, persuasive tactics may be utilized to generate a high level of satisfaction and meet the needs of both parties. These tactics are more likely to be used in face-to-face communication with another individual. The following section is divided into two subsections: general principles and specific techniques.

## **General Principles**

The recommended persuasive strategy for personal negotiations is problem-solving—addressing the underlying issue that led to the disagreement or negotiation in the first place. Asking questions, listening attentively, and not contradicting are also important tools that can help achieve this goal.

## **Specific Techniques**

1. **Ask questions:** It is important that you ask questions to clarify points of disagreement and to confirm what the other person is saying. When you ask a question, it benefits both parties by allowing them to explain their position in their own words so that they may be better understood. It also helps avoid misunderstandings.
2. **Listen carefully:** It is crucial for you to listen attentively in order to understand the other party's needs and wants, and the underlying problem at hand. Listening attentively should be emphasized throughout the negotiation process in order to prevent any misunderstandings between parties.
3. **Be honest and straightforward:** Honesty is always the best policy. When you are not being straightforward, it makes the other person feel uncomfortable and distrustful. It may also diminish your credibility.
4. **Be empathetic:** It is important to understand the other person's objective as well as their underlying needs and wants in order to create a solution that is mutually

beneficial. When you have this understanding, it will be easier for you to accommodate their needs without sacrificing your own needs or concerns.

5. **Don't contradict:** When listening attentively, try to avoid contradicting what the other party has stated or asking them to provide an alternative when they have already stated what they will accept or compromise on. This can be perceived as a rejection. If you contradict them, it shows that you are attempting to get them to change their opinion and it may put a strain on the relationship.

## **Persuasion in Relationships**

In a persuasion relationship, the persuader must not only persuade the other person but also themselves. This is because a persuasion relationship involves two people: one who is persuading and one who is being persuaded. There are many strategies that can be used to persuade an individual in this instance including guilt, jealousy, sympathy, and empathy. In addition to these strategies, it is important for a persuader to know when they are most likely to have success with their partner by understanding the partner's values; the need for achievement; the need for affiliation; the need for power; and fear of uncertainty or loss.

Persuasion can happen in various relationships at work or school as well as in personal relationships. The same general principles apply as they do in non-personal persuasion but there are some differences. For example, it is easier to persuade in a personal relationship because people tend to believe their loved one is always right. In addition, when persuading another close person, it is important to use appealing words that would create oxytocin release such as "trust" or "hope" and it is important to have a personal connection with that person (ex: shared interests or history).

## **Persuasion in Dating**

Trying to persuade someone on a date is difficult, and persuasion can be a highly risky endeavor. However, there are certain techniques that you should try to use in order to achieve the best possible outcome. The first of these techniques is flattery. Flattery has long been used as one of the most effective ways of winning over people's hearts and minds, so it should not come as a surprise that many people use this same technique in dating.

## **Persuasion for Commitment**

This is a tricky persuasion technique that is used when someone believes that they are not emotionally invested in the decision. It can be used to make someone commit to anything and it's applicable in a variety of situations. One example would be convincing people who usually abstain from voting to vote for an individual or party by explaining how important their vote will be, even if it's only symbolic.

## **Persuasion in Family Life**

This includes teaching them about the faith and instructing them in morals. However, parents must be aware that young children cannot grasp abstract concepts well enough to be persuaded by them. It is good for parents to discuss with their children what will happen if they make choices that are not pleasing to God and how this is related to the analogy of fire or poison.

# CONCLUSION

Persuasion can be achieved through different approaches, but all methods have one thing in common. They all require a scrutinizing study of the individual to be persuaded and for a deep understanding of how that individual will react to persuasion attempts that are tailored to his specific needs.

A great persuader will know not only what keys he wants to unlock, but also what doors those keys open. He knows when and how hard they should be turned before he strikes them against the locks of an individual's character. The first step isn't just knowing someone; it requires knowing them inside out, from their deepest thoughts to their most inner secrets... and knows them just as well when he is dealing with an individual who thinks, feels, and behaves in a way different from theirs.

A great persuader will know how to set up the conditions that will allow him to offer someone something they want, and how to keep them there until they have taken it. A great persuader has the vision and curiosity that allow him/her to ask good questions and the knowledge of what sort of questions are most appropriate for different people at different times. He is able to analyze his opponent in order to find out what are his weaknesses and how can he exploit them. He has the ability to understand how they work, and when the time comes, he can figure out what buttons to press, what needs to be explained in a language that they understand, and find out how long he has before he has to do it.

A great persuader will know-how transform an individual who might not initially like them into someone who loves his own efforts. He will be able to break down a barrier that may seem insurmountable. He knows exactly what

elements are necessary for a successful persuasion, and which ones are not essential or even harmful. He can create a response in an individual that only works for him and no one else. A great persuader will know how to put his knowledge of people into action and use it to bring about the results he desires.

A successful persuader is one who knows how to find out what his opponent wants, how he can help him, and what he has to do in order to achieve that goal. He understands that sometimes the key isn't the right word, but rather knowing when not to use one.

A great persuader knows when is best not to give an answer because sometimes an idea or a thought can be more persuasive than any words we say and persuade a person better than anything else we could possibly do for your assistance in this matter.

Persuasion requires a broad knowledge of people, and that is exactly what the successful persuader possesses with wisdom and understanding. He understands how to analyze their psyche and what methods to use in order to get them on his side. He knows his opponent's psychology, motives, desires, strengths, weaknesses, hopes, and fears.

By understanding their opponent's psychology he can find out how to win over the most stubborn of people by using methods that are practical, logical, and scientific. The great persuader understands human nature well enough to know how people will react before they do it. He knows how to interpret words and actions and to use them in order to influence the outcome in his favor.

Those who are able to persuade have a gift that is often overlooked, but one that can help them get almost everything they want. It can help them win over anybody they come across, whether it is a 10-year-old or the CEO of their company. It is a gift that can help them achieve things



that others might consider impossible. It is a tool that can be used by anyone who knows how to use it correctly. Persuasion isn't something that should be feared or mistrusted but rather welcomed with open arms as an avenue for success and an opportunity for change.

To learn the art of persuasion is to obtain the ability to control, compromise, and convert people in a manner that is positive, effective, and beneficial for everybody concerned. It is a valuable skill that is often overlooked and underestimated in today's society. The ability to persuade will benefit anybody who uses it correctly whether it is for personal or professional reasons. It can help you win friends, go on dates, make important business deals, argue with your wife or husband when you are angry, and convince your children to do chores.

The ability to persuade will allow you to change most people's minds about just about anything you want. The great persuader knows how to appeal to other people's emotions in order to gain what he wants out of them. He knows how to get others to do the things he wants them to do in order to achieve his goals. By knowing people, he can persuade you effectively through the use of logic and psychology and help you pick the right thought that will get you what you want.





**BOOK 4**  
**DARK PSYCHOLOGY**  
**AND MANIPULATION**

Come into a Person's Dark Mind  
and Discover all the Secrets and  
Techniques to Understand and  
Master the World of the Mental  
Manipulator.



# INTRODUCTION

People with dark psychology know the importance of manipulating others. They are able to persuade and dominate people through intimidation, confusion, and deception. Dark psychology is a form of manipulation that involves using physical aggression or fear tactics in order to induce an emotional response from them.

A person with dark psychology may lie so they can get what they want or rob someone who is not paying close attention to what is going on around them. Dark psychology has been known to involve violence, threats, and coercion in order to harm enemies or people who dare make fun of you. It relies on the use of deception and trickery while disregarding ethical boundaries that traditional morality would tend towards. It is a form of manipulation that is used to take advantage or hurt someone or something without necessarily thinking about the consequences.

Some ways in which dark psychology is used involves mind games, trickery, brainwashing, coercion, and force. This introduction will explore 113 ways in which dark psychology is used for manipulation so you can learn how to recognize it and stop it from happening.

## **1. Lying For Your Own Advantage**

Lying to use for your own advantage has been known throughout time as a form of dark psychology and it can involve many different deceptive tactics. It involves lying and manipulating people by failing to tell the truth at times about something that matters such as money or property issues.

This can involve lying about having a job and forgetting to tell someone that you are not employed, it can also be about lying about how much money someone has or where

they put something. The main reason lies are used is because dark psychology is all about manipulation and deceiving others and this tactic involves lying in order to gain unfair advantages. This is especially effective if the person deceives a victim into believing they have certain things without them actually having them or if the person tries to trick another person by hiding something from them until they find out later on.

## **2. Mind Games and Trickery**

Mind games and trickery has been around for centuries via deceptive means. This involves using different methods to cause someone to think a certain way or act a certain way. It can also be about pretending something is true when it is not or pretending something is not true when it is. It may include lying in order to make someone believe something other than what they see and hear.

The main reason mind games and trickery are used as forms of dark psychology is because they manipulate people into doing what you want by deceiving them into believing you have something special or you know more than them and it will be their loss if they do not listen to you. It is all about playing with people's emotions and mind to get them to do what you want and to ultimately benefit you. It involves using different tactics in order to deceive someone into believing something that isn't true.

## **3. Mind Control**

Mind control is a form of dark psychology that involves manipulating someone's thoughts, feelings, and actions. There are numerous methods people use in order to make others believe they are being controlled but it may involve giving them an idea or concept so the person believes they have come up with the idea themselves. It can be about

making the person feel like you know what is best for them and they should follow your instructions or suggestions without thinking about things on their own.

This is a form of manipulation that makes people believe they are doing something for their own good when in reality it is detrimentally changing their life. This technique can be used to make someone feel as if their thoughts, feelings, and actions are being controlled even though they may not be. It involves making people believe that they have been manipulated into doing something that has no real effect on them.

Warning:

In this book, we'll generically refer to "partner," "relationships" and so on. The main purpose when discussing sentimental relationships is to warn persons to carefully choose their partner before a future marriage, eventually breaking this relationship not suitable. If already married, you should think about how to help your partner to heal wrong behaviors, instead of a separation.





# **Chapter 1**

# **MA NI PU LA TI ON PS YC HO LO GY**

Manipulation Psychology is the field of psychology that studies the many different ways that humans can be manipulated. These are all types of tricks and techniques used by people to convince others to do something.

In this post, we'll talk about how manipulators work and how you can avoid being manipulated. We'll also have a list of the best books on manipulation psychology after this section.

## **What Is Manipulation Psychology?**

The word “manipulation” often has a negative connotation. However, not all manipulation is bad or ineffective. There are some types of persuasion that we use everyday, and they aren't considered manipulative. For example, when your significant other asks something of you as a friend, you wouldn't be offended if they used the same technique that manipulators use on you. So what's the difference?

When it comes to manipulation psychology, the main difference between regular persuasion and manipulation is intent. When someone uses persuasion, you can feel confident that their only intention is for both parties to leave happy. However, with manipulators, their intentions aren't always honorable. They only care about getting what they want.

Manipulators use a lot of techniques that you and I use on a daily basis. The difference is their intention, as well as the timing. They know when to ask for something, what to say, and how to say it. Manipulators are masters at creating a situation where you feel like you're obligated to do whatever they want from you.

Manipulation psychology is essentially the study of the many different ways that human beings can be convinced or talked into doing something they don't want to do. The best books on manipulation psychology will cover this topic in great detail by outlining many different techniques and tactics that manipulators use in order to get what they want from others.

## **How Do Manipulators Work?**

Psychologists have identified a variety of different interpersonal techniques that manipulators use in order to manipulate others. In the following videos, we'll take a look at two of these techniques that you need to know.

## **Persuasion Through Lack Of Information**

Most manipulators use persuasion by using misinformation and giving out false facts in order to persuade you. When someone asks you for advice or deals with a lot of questions, it's easy for them to give out false information without thinking about what they're really saying. They may not even realize what they're doing, so they might be giving out totally wrong information or information that's misleading. However, because the person needs to answer the question, they feel like they have to lie.

Oftentimes, you'll see a manipulator use this technique by talking about something that is very unique and specific to their situation. If you don't have any experience with that subject or don't know much about it, it's easy for someone to make you think that you're wrong about your feelings and experiences.

# **The Process of Manipulation**

Tricks are not the only way to manipulate a person or situation. The process of manipulating people is often much more subtle and complex, incorporating both social engineering (the systematic use of psychological principles in controlling what people do) and social psychology (a branch of psychology that deals with how people think, feel, and act in social situations). It does not take much to influence someone's behavior for personal gain.

This chapter will explore some ways in which you can become a master manipulator by first understanding some basic concepts about human behavior. You will also learn about some relevant tools that you can use to subtly influence others.

## **Overcoming Human Nature**

Although most people do not knowingly use deception to manipulate others, their behavior can be easily influenced by social pressures. In fact, the term "social pressure" is sometimes used to describe someone who appears to be manipulating other people. For instance, a group of people can create an atmosphere that makes it seem like certain opinions and behaviors are correct or even necessary. In this case, you may see someone who is actually not manipulative at all, but simply following the crowd. The key here: Since social pressure makes it difficult for most people to think for themselves or question what they're doing or saying, some manipulation cannot be avoided.

Social psychology is the study of how people think, feel, and act in social situations. It describes how society influences our behavior and feelings through culture, symbols, and other subtle means. In order to become a master manipulator, you must learn about human nature and be

aware of social factors that can influence what people say or do.

## **Meaning Symbols**

A symbol has both a literal meaning (what the symbol represents) and an additional significance (how the symbol is understood by some people). For example, the word “handicap” has a literal meaning of “bad thing” that happened to you once. However, for many disabled people, the word “handicap” represents a positive attribute. A handicapped person is strong, brave, and independent. By changing the meaning of a word or symbol, some people can manipulate others into believing something that is not true.

For instance, when the U.S. government wanted to convince people to spend more money and borrow more money from foreign countries (even though this could eventually lead to economic ruin), they created the debt ceiling. This is a limit on how much money our government can borrow from foreign countries and other people in order to pay its bills and obligations. The debt ceiling has the effect of making people feel like they are in control of our government’s budget, but in fact, it is a political tool that keeps people arguing about spending money.

# Manipulation Tactics

**Be careful when someone applies these tactics on you to get you to do what they want:**

They want someone to think they are a special and unique snowflake. They manipulate another person's emotions.

**They use these tactics to get what they want:**

- They are not afraid to be blunt and slightly cruel when it comes to getting their point across.
- They try to play on another person's insecurity.
- They recognize the other person's feelings as legitimate and worthy of consideration.

They then dismiss their concerns with empathy and understanding as quickly as possible, leaving them with no choice but to follow their lead after that point.

- If they want someone to think they are a special and unique snowflake, then they will present themselves as different from others.
- They use guilt. They make their victim feel bad about something they have done wrong in the past and convince them that it is their fault that things are not working as well as they would be. This will make them feel more indebted to the manipulator than they would like to admit and make them want to do what they say, even if what they say is ridiculous.

# Characteristics of Manipulative People

There are many distinct types of manipulators in our world. We all know that certain people, whether bosses, co-workers, or romantic partners, just seem to get what they want without even trying. Below are a few characteristics or common traits of manipulative people and what you can do about them:

**#1** They use guilt to make you feel bad for refusing their request: manipulation tactic—guilt trips.

**#2** They create problems so that they can offer their solution and look like the hero: manipulation tactic: creating drama then fixing it.

**#3** They take your time by staying on the phone with you when you're busy—manipulation tactic: wasting your time so that they don't have to talk to someone else.

**#4** They create a crisis to make you feel like you need them: manipulation tactic: they'll create the problem then come to your rescue so that you'll think they're wonderful.

**#5** They always make sure they get their way: manipulation tactic: by any means necessary.

**#6** They answer questions with questions in order to make it seem like you are talking too much—manipulation tactic: avoid having to give straight answers.

**#7** They use your name repeatedly during a conversation in order to manipulate you into feeling flattered and more willing to agree with what they say: manipulation tactic: using someone's name repeatedly will put them in a good mood while making them feel important and more likely to do what is wanted.



**#8** They treat you with contempt and disrespect unless you agree to do what they want—manipulation tactic: you can't be trusted until you give in.

# How Manipulators Select Their Victims

Yesterday, I was chatting with a friend of mine who is currently having trouble at work. He was telling me about his colleagues and their disdain for him. I said to him, "What did you ever do to them?" He replied, "I don't know." I then said back to him that they may have been manipulating him and that it's important to find out if this is true.

Today, we're going to explore just how manipulators select a target for manipulation and what the targets of manipulation can do in order to decline their manipulator's advances or politely put the manipulative person in their place.

The first thing that must be understood is why the manipulator chooses the target. Usually, it's because of a perceived vulnerability or need for attention. The manipulator then tests to see how his target will react to them and their advances. If the target doesn't reject him, then he knows that the target is a good subject for manipulation.

Unfortunately, many people often don't know when they're being targeted by a manipulator. Typically, they accept the person's advance and aren't as suspicious of them until it's too late. Even then, many targets will blame themselves rather than realize that they've been used and abused by someone else.

As a result, they will never ask for help when they need it the most and make excuses for their manipulator's action. The manipulator will return to his target time and time again in order to reclaim the nature of his initial attack. They'll continue to do this until the victim is fully broken down or dead.

Now, if you're the target of manipulation, there are several things that you can do in order to protect yourself from your manipulator. The first thing that you should do is refuse to accept anything from them other than a relationship based on mutual respect and admiration. If they give you money, don't take it. If they offer you a position in their company, don't accept it.

If they want to have a romantic relationship with you, tell them that you're not interested. Basically, the way to deal with someone who's trying to manipulate you is to make it clear that whatever they're offering does nothing for your needs or desires. Your manipulator will then move on to another target because he won't be able to get what he wants from you.

Besides refusing what your manipulator is trying to give you, the other thing that you should do is disallow any attempts by them to control your life or violate your personal boundaries and property. If they want to access into your life and home, then tell them no. If you see them coming close to or touching your belongings, verbally stop them.

If they're trying to move into your life then mentally disallow them from doing so. The more you hesitate and let your manipulator do whatever they want to do, the more lost control over your life that you'll have. Remember, when you lose control of something in life it's never returned no matter what kinds of excuses that you make for yourself.

The final thing that I would suggest is that if necessary, to try to get help from trusted friends that can understand you, seek professional help from a therapist who can help you determine determining whether or not someone's attempting to manipulate (and ruin) your life.

# Signs of a Manipulative Partner

If you feel like something is off in your relationship, it might be time to take a step back. Maybe you don't share the same interests or values as your partner. Maybe they have controlling tendencies, jealous behaviors, or emotional abuse tactics that leave you feeling confused and, at times, scared.

Fortunately for everyone reading this chapter, there are signs of a manipulative partner, and these signs are not ambiguous. They are clear and alarming if we know what to look for.

**Here are 17 signs of a manipulative partner that you should never ignore:**

- 1.** Manipulative partners are exceptionally charming and charismatic. They're able to make us feel like we're the only person in their lives, and they do everything they can to promote this false sense of reality.
- 2.** Manipulative partners always need to feel in control—especially when it comes to finances, who you hang out with, and where you go. They might even go as far as not letting you have your own bank account or spend time with your friends if they don't approve of them!
- 3.** Manipulative partners will do or say anything to gain the upper hand. They'll lie, cheat, and steal in order to control you—often for no reason at all.
- 4.** Manipulative partners are good at manipulating others when they aren't around you—even people they know! They might use everyone in their lives to convince them that they're a great person, too.
- 5.** Manipulative partners see anyone as nothing more than a tool for their own needs. In other words, they don't love or care about you because the look on your face tells them

that what you want is what you should want... not because of anything else.

**6.** Manipulative partners will do anything to make you feel bad about yourself. They'll call you weak or stupid if you have even the slightest disagreement with them.

**7.** Manipulative partners will only let you see how great they're doing when they're trying to control you—otherwise, you won't believe how great they are.

**8.** Manipulative partners will always find a way to control your thoughts and actions—even when it comes to things that aren't related to the relationship at all! They might get angry at what shows up in your newsfeed, or read your texts and emails without permission from you.

**9.** Manipulative partners will always want to know where you are, who you're with, and what you're doing. They'll be constantly checking up on you – even if they suspect that you might not answer their calls.

**10.** Manipulative partners will never let you forget about how great they are at everything—especially if they're having a bad time in their own life. They'll try to control your thoughts and make it seem like everything is perfect for them, but no one else realizes that this isn't true.

**11.** Manipulative partners are very jealous people who use jealousy as a form of manipulation to make us feel weak or scared. They'll constantly accuse us of cheating without even knowing how to portray themselves as the victim in this situation.

**12.** Manipulative partners tend to know what we like and who we feel closest to—and they'll use it against us by trying to make us feel bad about these people if they don't get their way.

**13.** Manipulative partners will never let you forget that they're better than anything or anyone else, especially when it comes to relationships. They might talk about their

exes for weeks on end—as if by doing this, they prove why you should never date them again, too!

**14.** Manipulative partners always feel like they need to prove their point or convince us that our true reality isn't real. They'll do this by telling us what we should and shouldn't believe.

**15.** Manipulative partners will never care about what we have to say—especially when it might mean that they might be in the wrong.

**16.** Manipulative partners will try to control every detail of our life, even if they aren't in it... not just because they want things to go their way but because telling us what we should do is the only thing that makes them happy (even if it's not actually good for us).

**17.** Manipulative partners will always portray themselves as the victim and try to get others to feel bad for them. If anyone else tries to support you, they'll try to make us feel like we're terrible people who shouldn't be with them.

If you've been in a relationship with a manipulative partner and realize that you're being manipulated, it's time to end this relationship.

**You deserve better than this person in your life!**

# How to Know You are Being Targeted

Have you ever found yourself wondering why someone is trying to manipulate you? Sometimes people can be so incredibly manipulating, it can be hard to figure out what they are doing. People might tell you that something isn't true or say that they see the situation your way, when in fact, it is the opposite. So here are some ways that people might try to manipulate you in order to explain how they know they're being targeted by manipulators.

- 1)** It is just a matter of time before everyone else finds out their intentions for targeting them and will have a huge problem with them because of this
- 2)** They receive pressure from someone important in their life, such as friends or partner, etc., to stop doing it.
- 3)** They have done so much for you already and made an effort to help you; they just don't want to hurt your feelings now by telling you the truth.
- 4)** You look like a completely different person from what you were before starting this new endeavor. It seems like the change came overnight and it's kind of freaky.
- 5)** The manipulator is so great at what they do, that it can be difficult to tell that they are even manipulating someone. This is because they are good at hiding their true intentions for wanting to manipulate someone until it's too late.

# How to Deal With a Manipulator

Manipulators are master manipulators. For the most part, they know how to push our buttons and just how to get us so angry that we lash out in a huff. But because they have such an uncanny knack for what makes us tick, it's hard to avoid their traps.

**But you can inoculate yourself against manipulation! Here are some ways that we've found that might help:**

- Look for manipulations in conversations and break them down with the other person. It can be difficult and take some practice but if you're able to do it regularly, future manipulations won't come as easily.
- When you find yourself being manipulated, ask them if it's okay to speak your mind. If they say yes, then their facade has been busted, so let it rip! "I'm just going to be honest with you. You know what? I don't like the way this is going." Their next behavior will give you a clue as to whether or not they're telling the truth, and it might even lead to an opportunity for them to get a reality check or feedback from you that might have been harder if they didn't take your request seriously.
- Change up your routine at times. Try things out and see if people are able to track what you do when you're planning some manipulation on them.
- Remember that the more you're aware that someone is trying to manipulate you, the less likely they'll be able to do so. Try to anticipate their tricks and maneuvers and remember what you've learned from them in the past.
- Remind yourself that trying to control how someone thinks or feels isn't going to work, and it won't help anyone either. It might not be successful at getting



what you want, but it might make someone feel better for a while.

- **Don't be afraid to change the subject if things are getting heated.**

- Take a step back and evaluate what's going on in a moment when you think you're being manipulated. You can also look for manipulation from your past experiences with that person. For example, "I know that I'm supposed to feel bad about myself because of this, but I don't." You might even want to write some of this down and reflect on it later. You could even try saying it out loud or writing it out in an email or letter to the other person so that you can get everything out and then decide how best to handle it.

# Behavioral Traits of Favorite Victims of Manipulators

As a recovering victim of manipulation, I am keenly aware of the many behaviors that people display which set them up as perfect targets for manipulators. I also know from personal experience how hard it is to resist the temptation to replay the relationship in my mind and wonder what could have been.

**#1** Victims are often lonely or isolated people who are eager for companionship, warmth, and attention.

**#2** Victims typically seek their identity by attaching themselves to others. They may do this by becoming a caretaker or protector so they can feel needed and valuable, or by trying to become one with someone else's interests in order to be accepted into their inner circle.

**#3** Manipulators can build upon this need and "prove" their own worthiness by acting as a source of the very thing victims are seeking in other people.

**#4** Victims often feel powerless, so they gravitate to those who have strength and power. They trust people who appear capable of solving problems; so they feel safe with those who appear to be strong.

**#5** Victims are willing to surrender their own power and independence in pursuit of the safety, security, and power they believe others have to offer.

**#6** In order to trust others, victims must feel safe at least to some degree. Even if this means giving up control, the victims are willing to tolerate the manipulator's control in order to gain a sense of safety and predictability.

**#7** Victims often obsessively focus on the manipulator and how they can help or rescue them at all costs.

Once victims are trapped in a relationship with a manipulator, they become entangled in an endless cycle of reasoning and self-reflection that can leave them totally dependent upon their partner for emotional fulfillment and psychological survival. They fail to see that it was their own vulnerability, which attracted people who would take advantage of them from the start.

# **Emotional Fragility is Different From Emotional Insecurity**

**Now we will discuss the difference between emotional fragility and emotional insecurity.**

Emotional fragility (noun) occurs when your emotions are so intense that you become easily overwhelmed or triggered by certain external events. For example, recent research has shown that increased sensitivity to loud noises like fire alarms can lead to increased symptoms of anxiety in individuals with fragile emotions. In contrast, when someone is emotionally insecure (adjective), they may feel insecure about their abilities in relationships or other areas of life. This form of insecurity can affect their choice in partners and close relationships as well as contribute to a lack of confidence in themselves or their ability to socialize with other people. For example, emotional insecurity has been linked to depression and low self-esteem.

The difference between emotional fragility and emotional insecurity is the intensity of the emotions. Emotional fragility occurs when an individual's emotions are so intense that they are triggered in certain situations. However, with emotional insecurity, individuals can feel insecure about themselves but do not have a difficult time with their emotions. As a result, they may choose people that will support them or allow them to feel better in other ways instead of ones that will trigger high levels of emotion.

# **Sensitive People**

Sensitive people are fascinating creatures. They embody a mix of both introverted and extroverted traits, which makes them unique among the rest of us. The way they interact with people is fascinating to observe and can be extremely helpful at some points in your journey, but it can also make you feel frustrated or misunderstood more than you'd like. I will not only teach you different ways to deal with a sensitive person in your life, but I will also reveal some of the things that make them so difficult for many people.

So if ever there was someone who does not fit into our world very well because they are just too sensitive or have completely different opinions than we do... then that person is a sensitive person. Sensitive people are usually considered to be the minority, but it doesn't mean they are not out there and they should not be ashamed of who they are.

When you're working with or living with a sensitive person, there are certain things you need to know that will make their behavior and your life a lot easier. If you're not sure exactly what kind of person you're dealing with, read some of the signs listed below. Each one is unique in the way that it presents itself in different people's lives, but here is some general info about sensitive people if you happen to work with them or live with them.

# **Emphatic People**

Emphatic People are tremendously competitive but are also goal-oriented. Competitive people can be seen as cold, ruthless and have an overpowering need to win, while goal-oriented people are all about finding their values and surpassing their limitations. Emphatic people have a strong sense of individual rights and they seek to do what is best for themselves without considering the impact on others around them.

They may be very good friends or colleagues, but the traditionally troublesome traits of competitive people and pathological altruism make it difficult for these two different types of personalities to find common ground. Now start exploring how to manage your relationship with an emphatic person at work by understanding which personality type(s) they represent.

The competitive person focuses on performance, success and results. The goal-oriented person seeks to find their values and overcome their limitations. They make very good friends or colleagues, but both the traditionally problematic traits of the competitive person and pathological altruism make it difficult for these two different types of personalities to find common ground.

# **Advanced Techniques of Mental Manipulation**

## **Gaslighting**

This technique attempts to make a victim doubt their own memory, perception of reality, and sense of self. It creates distrust in the victim by suggesting their thoughts are confused or unreliable. The perpetrator often uses denial, contradiction, and lying to make victims question themselves unduly.

## **The Long Con**

This technique is designed to manipulate a person over a long period of time. This technique works best when the victim doesn't think they are being manipulated, but will gradually see that the manipulator has had control over things all along.

## **Reciprocity**

This point is the most basic of these techniques, but it's one that needs to be noted because it can be used in conjunction with the other two points. It's basically about conditioning someone through positive reinforcement and desensitization towards whatever you want from them. It works by reinforcing the desired behavior or by exposing someone to something over and over again until they are no longer afraid of it. This technique can also include using things like "if" statements or "when" statements to influence behavior- this is an advanced form of mental manipulation that usually takes a lot more time and effort on the manipulator's part, but can yield higher results overall if applied correctly.

**Example: "When you do things for me, I'll reward you." or "If I say I love you, will you help me?"**

## **Self-Consistency**

People are driven to maintain their sense of self. So, if you're an expert at manipulating someone's opinion, you can use this to get them to like you.

## **The Social Proof**

The social proof technique is when you manipulate someone into doing something by displaying the behavior of others. Basically, if lots of other people are doing it, you should too.

This manipulation technique combines two instincts: the natural tendency to copy others on whom we're dependent and the preference for information from a bigger group. It can also be thought of as peer pressure or herd mentality.

## **The Perceived Authority**

In this technique, the individual is given a small taste of perceived authority—either through order and hierarchical structure in their work environment or through frequent interaction with higher-status people in their professional or personal spheres. Then, that authority can be used to achieve desired results. When an individual is outranked by someone else, they will often defer to them. They also feel more comfortable sharing personal information when the person they are talking to seems authoritative or knowledgeable. People who have authority over them also tend to be more persuasive because people want things from those who are seen as having power over others.

The perceived authority effect can be strengthened if the person being influenced senses there is an opportunity to move up in the organization or otherwise gain status and authority.



## **Likeability**

Sometimes you just can't get someone to like you, even if you're nice to them. It's not always easy, but there are a few tricks that can help. Imagine your target is angry with you for something or has become tired of you and your attempts to boost the relationship. It's time for some misdirection with a backhanded compliment: "You're so great at this work!" This will make it seem like they're doing well at the task even while they dislike the person who assigned it.

## **Covert Deception**

This is a technique in which the manipulator creates a certain belief or attitude in the victim, which would not have existed if not for the manipulation.

**It's done by giving them false information, eye contact, and implicit gestures.**

This technique has been used by narcissists to inflict their victims with trauma bonding and gas lighting.

## **Creating an Illusion**

This is when the manipulator might volunteer information about themselves or ask you to draw a rough sketch of what they look like. This tactic creates an illusion of closeness by making the person feel as though they already know the manipulator, and therefore trust them.

## **The Big Buildup**

This technique is employed by speakers who are skilled at public speaking, orators, and actors. It's based on the idea that people remember best what they hear last. To maximize this effect, save your most persuasive point for last. Orator William Jennings Bryan is often rumored to have

begun his famous 'Cross of Gold' speech with the following: "At what point in time did you ever see a statue erected to a pessimist?"

## **Putting the Other Person Down**

The basic principle of this manipulation technique is that by putting the other person down, you make them feel inferior, hence making yourself seem superior. To do this effectively, come up with a list of faults in the other person and talk about them often. The better your list and the more you vocalize it, the easier it will be to get them to believe that they are not worth your respect or attention.

## **Leading Questions**

A leading question is one that has been asked to elicit a specific response, often one in which the person feels compelled to agree with the questioner. Leading questions can be used to elicit clarification or agreement, and are also used in interrogation techniques to elicit the desired response.

The most common use of leading questions is when someone wishes to find out if somebody agrees with them. If they ask: "Were you at the party last night?" They are hoping for an affirmative response (yes) from the respondent. When this occurs, it may be said that they have led their audience into a "yes" trap or led them into a verbal agreement against their will.

Leading questions should not be confused with rhetorical questions, which are intended to elicit a specific response and are not asked in the expectation of a direct answer. While both leading questions and rhetorical questions may cause an audience to reply in a particular way, such as

saying yes or no, only the latter type of question is intended to do so.

## **Financial Obligations**

This technique is achieved by placing a target in a position where they will incur a financial obligation or debt. The target may have debt that the manipulator offers to eliminate in exchange for some form of subservience. If the target has an outstanding debt and is struggling to make payments, this can result in considerable emotional distress and can contribute to an anxiety disorder or depression. A manipulative person may also exert pressure on the target with threats of foreclosure, eviction, repossession of property, and so forth.

## **Projection**

The act of causing another to feel guilty by placing one's own unwanted feelings onto them. To overcome projection, you have to first recognize that you are projecting your feelings onto the other person. You need to work on recognizing the feeling in yourself and then working on how to deal with it in a healthy way.

## **Isolation**

This is one of the most common techniques for people who are not strong enough to dominate others directly. In this technique, a person will isolate himself from other people and hide with an accomplice. He will share his thoughts and feelings only with his partner/ accomplice, who is usually also disconnected from society.

## **Positive Reinforcement**

Positive reinforcement is often used in the form of praise or cash. This method is most effective as an incentive to encourage students to perform tasks that have proven difficult for them. Forcing yourself to say thank you after a successful lesson can give youngsters a confidence boost and help them achieve more. You should also reward students when they produce work that meets certain standards or when they improve their craftsmanship. The key to this strategy is consistency, and you need to be careful not to take your words back too soon by apologizing for the praise you have given your student, which can make them feel defeated and unworthy of continued success.

## **Negative Reinforcement**

This is where the person in control of the interaction imposes a negative consequence on the individual to reduce a behavior. For example, when a child throws a tantrum in line at Disneyland, their parents may give them an ice cream to make them stop crying. This technique can also be used for adults. The most common negative consequence people receive when they are struggling with addiction is withdrawal which can result in discomfort or some other negative feeling such as anxiety or regret over distancing from friends and family and so forth.

## **Punishment**

Punishment is a tool that people use to reduce unwanted behavior and increase desired behavior. This type of punishment can be applied to people, animals or inanimate objects.

## **Nagging**

This is a common technique often used in sales. The person being nagged will say to themselves: "I should be grateful and say nothing." During this time, the nagger takes a break. Then he will call back to see if his target has given in or no longer wants to go through with the sale.

## **Yelling**

This technique is used to divert the person from thinking about the task at hand by using their own anger against them.

## **Silent Treatment**

One of the earliest forms of mental manipulation, the silent treatment is a passive-aggressive response in which one party refuses to speak or interact with another. Usually, this is done because they are angry or resentful about an issue and do not wish to communicate their feelings and thoughts on the matter. The silent treatment can be toxic because it leaves both parties feeling frustrated and unheard. It might also prevent resolution if one party feels silenced by their partner's refusal to talk about what has occurred between them.

## **Intimidation**

This is a prime tool and one of the most effective. As we saw in all but one case it is used to make people comply with our wishes, or quash dissent. The person who uses intimidation will typically create fear in someone else that if they do not cooperate they will be punished severely. In extreme cases, this can lead to physical violence or death.

## **Traumatic One-Trial Learning**

A form of rapid conditioning, traumatic one-trial learning is a survival mechanism. It is the process by which an organism that has endured a traumatic event comes to associate stimuli present at the time of the trauma with danger and subsequently avoids these stimuli at all costs.

## **Manipulation of Facts**

This is the most common and effective form of manipulation. This type of manipulation involves the creation, dissemination, and exploitation of misinformation, half-truths, or exaggerations.

In order to create or perpetuate this type of information, one must often go to great lengths to get their message across in a misleading way. When they are doing this it is important that they provide just enough truth so that some form of basic proof can be provided. For example, if an individual was using this technique for ideological reasons they might claim that people should not eat meat because it's cruel towards animals when in reality there are many ways on how to incorporate animal welfare into our society (e.g., vegetarianism). If they provide enough evidence that supports their belief, it will be very difficult for the recipient to criticize their argument without feeling the need to scrutinize every detail of it.

Typically this is done by utilizing some form of distortion, exaggeration, or innuendo. It can also be accomplished through the use of half-truths. For example, individuals who accuse others of lying themselves are employing a common technique known as a red herring. This occurs when someone shares some information that is true but misleading in order to avoid an important or sensitive issue; it is also known as a logical fallacy.

## **Mind Control and Mind Games**

Mind Control is a technique of using various methods to influence the thoughts, beliefs, or behaviors of an individual or group. Depending on the person being controlled it can be for their own good or for their detriment. It has been used by religious sects, governments, and military groups as well as corporations in order to influence human belief and behavior for political or financial gain. Mind games are usually a form of manipulation that uses non-physical forms such as words, gestures and actions, which induce feelings of anxiety within another person in order to govern them. Mind game also refers to any manipulative scheme or stratagem involving deception by means other than physical force which seeks to control a situation through manipulation rather than brute force. It is often a mental war or battle of wits.

These methods of controlling others are employed by many people on a daily basis, mostly for the pure enjoyment of it. It has been said that “power corrupts and absolute power corrupts absolutely.” People who are usually in an authoritative position use their influence to control others in order to achieve their own goals. Popular methods include; verbal abuse, blackmail, physical abuse, threats and intimidation as well as emotional abuse. These are only some of the mind games which exist and many more exist today due to advances in technology.

### **Emotional Blackmail**

Emotional blackmail is an insidious form of mind control. Blackmailers frequently use threats to force their victims to comply with demands or wishes. Emotional blackmailers use phrases like “If you really loved me, you would do this” or “If you really cared about me, you would do this.” They might also say things like “No one else will love me the way I need

to be loved” or “You are the only person who can help me right now.”

## **The Bait and Switch**

This is a technique that intentionally creates a false premise to confuse the person on the other end of your communication. It works because people tend to have an in-built desire to take care of those around them, and meet their needs. If you make someone feel rejected, they will want to take care of you by providing whatever it is that was previously requested.

**For example:** "I'm sorry I didn't get your email when I said I would." The person you are talking with will ask, "What happened?" The reply could be something like: "A very strange thing happened yesterday and my computer crashed just before it hit my inbox. I'm so sorry, I'll send it as soon as I get back to the office."

"I have an important question for you. Have you seen The Matrix'? It's fantastic. You'll love it." "Sorry, I haven't had the time to watch much television lately. How about sports?" This technique is easy to use since it relies on human nature to respond in the way that makes us, and those we care about, feel better.

## **The Blame Game**

Imbalance in your mental state is a natural response to the hardships of life. However, it doesn't have to be an obstacle. If you find yourself slipping too far into anger, sadness, or apathy and it becomes more important than your work or personal life, blame can help keep you afloat. In other words, instead of talking about how bad you feel about a situation in which you are partially responsible for causing negative emotions and harm to yourself or others because



you don't have the energy necessary to make any kind of self-improvement beyond that point, you can play the victim by pointing fingers elsewhere while still retaining some sense of control.

## **Insinuation**

This is a technique used to influence by wheedling comments into the conversation, however subtle. If you're insinuating that someone should do something or buy something, they may think it is their idea and come to agree with your opinion. For instance: "I don't know how anyone can see my car after I washed it!"

This is a technique used to manipulate others into agreeing with you by including them in your schemes. The person may realize that they have been manipulated and disagree—but this will likely only happen if they are aware of what's happening in the first place.

## **Triangulation**

Triangulation is a technique of manipulation that involves making a person who has power over you emotionally distant with the goal of lessening their power.

## **The Law of State Transference**

Some of the more powerful manipulators are able to transpose their mental state--such as anger--into another person. This is done by ingeniously manipulating just one or a few words so that someone else will become angry at you. For example, if you want to get even with somebody and provoke them into an argument, say something they'll take personally like: "I'm better than you."

A sudden burst of anger might be just what was needed for your rival to lose their cool. It can also work if the other party becomes suspicious in any way. As soon as they start looking for evidence, these words will confirm their suspicions and make them believe they were right all along from the very beginning.

## **The Barnum Effect**

The Barnum effect is a social psychology phenomenon in which the degree of public interest in a person, object, or idea increases when they are described as the "World's Biggest," "Most Beautiful," or "Most Dangerous."

This may be due to an increased need for people to belong to groups with clear-cut distinctions. It has been demonstrated in connection with other terms such as: "The Most Interesting Man In The World" and the death of Osama Bin Laden. There have also been experiments on how this effect influences voting behavior and voting results.

In short, there are many ways that humans show emotional reactions to these labels, which says something about our innate desire for belonging.

## **The Power of Social Pressure**

Social coercion is a form of influence that includes the use of social pressure to get others to change their current opinion or do something. It's covert manipulation by influencing others without their consent. This can be accomplished by isolating individuals, changing the group dynamic, or manipulating the media.

## **Incentivize Favorable Behaviors**

This technique works by offering an "unconditional trade" of one's "time" for a reward. Having a vague idea of what you would like to achieve helps you make the most out of this technique. Let's say you want to be more productive and start exercising often. You might offer yourself an hour-long walk outside or bike ride as an alternative, which is something that can easily fit into your schedule daily—even after long work hours and school days.

## **Who Manipulate**

Everyone manipulates. This is a part of our nature as human beings. We use manipulation, consciously or unconsciously, to survive and/or thrive in the world to which we belong. Even those who claim not to manipulate are at some level manipulating through the simple act of being themselves in the world.

## **Why Manipulate**

The need for manipulation seems to be universal because it allows people to get what they want when they cannot obtain it through more conventional means (via competition). Some people need help with their personal relationships; they may feel lost and alone and so will resort to manipulation in order to gain some emotional support. As with all of the seven deadly sins, manipulation is sometimes a side-effect of an addiction or compulsion. For others, it serves as one of the primary means by which they survive in this world through the fact that it allows them to get what they want without having to compete with others.

## **Covert Manipulation**

Covert manipulation tactics are more cunning and subversive than overt ones. For instance, a couple might pretend to be deeply in love for years so that the wife can obtain Swiss citizenship—and then they'll split up as soon as they get her the papers she needs.

## **When Manipulation Occurs**

Manipulation occurs in a variety of different situations. For one, it is often used to steal money from someone as well as to rob their identity. It can also be used very subtly in order to influence the thoughts or behavior of an individual. For example, manipulation may be utilized by parents when attempting to change their children's behavior by making them believe that they will suffer negative consequences if they do not cooperate with the parent's wishes. However, manipulation does not always have negative connotations and can even be used as a way to improve people by trying new activities, eating healthier food choices, etc.

## **Recognize the Manipulator**

A manipulator deliberately uses certain aspects of social interaction, which are generally considered useful and positive, in order to achieve personal gain. They may do so directly or indirectly, forcefully or less directly. The use of manipulation tactics is the means to their end goal of safeguarding their own interests. Their techniques can be quite subtle and thus harder to identify.

Manipulation psychology deals with these methods that people have used for centuries in order not only to protect themselves but others as well. It also investigates the manner by which individuals gather information to gain from another person while at the same time exploiting them. Manipulation psychology examines the way people try to convince others, how they make others feel about themselves and how they influence decisions.



## **Sign a Toxic Person is Manipulating You**

If you are dating a manipulator, they will have labeled and made a story about who you are. They will say, "You're never home," for example, or "You never help around the house." The manipulator is creating a story about who you are and then sticking to it. By confronting this label, calling the other person on their manipulation may derail this process of your personal power being taken away from you.

The truth is that manipulative people want power over someone's thoughts, emotions and behaviors so that they can control everything in your life. They want to control who you are with them, how you think, and what you do because they want to use you to get what they want.

So it's really important that if you are dating someone who is manipulating that you separate your discussions from your behavior. Don't let one person define your relationship by the manipulation technique they use. Say, "Hey, I'm not going to let this manipulation tactic have power over my thoughts and feelings anymore," something along those lines.

# Defending Against Manipulation

A manipulator will always be looking for their next opportunity to take advantage of someone. There are a few ways you can defend yourself against being manipulated.

**Psychological Countermeasures:** Stay away from people who make you feel bad for not always agreeing with their ideas as they do. If they were in your shoes, would they want to have every idea agreed with? It's important that you're able to maintain independence and think critically so you don't get manipulated by others. Your thoughts and opinions are valid no matter what anyone says! Take care of your mental health too because it is really easy to feel low self-esteem when somebody makes false claims about them. People who make you feel good about yourself tend to be more trustworthy and truthful.

**Manipulation Prevention:** I'm sure most of you have seen the movie Office Space, or at least know the popular scene where Peter explains "People don't pay for their drinks, they pay for your drinks!" right? Well, manipulations are always looking to get something from you. They may try to deceive you by using manipulation tactics like flattery, pity ploys, ingratiation, commonality, etc. These can be a lot of fun to use on other people, but when they're used on you, it can go too far.

Manipulators don't care about your well-being--they only care about themselves and what they want out of life. The best way to protect yourself is by staying away from people who manipulate others, but if you must associate with them, be sure to defend yourself with psychological methods against manipulation tactics like those mentioned above.

# Manipulation Techniques to Control Minds

Most people want to be in control of their minds and not have others control them. However, in our society, there are those with power who want to control the minds of other people. The way they do this is by using manipulation techniques that are also used by cults, criminals, and corrupt politicians.

These manipulative techniques can be learnt by anyone and they can be used on anyone—including you! It pays to know what these manipulation techniques are so you can avoid being a victim of them yourself:

- **Gaslighting:** This technique consists of lying about objective facts, denying something the victim knows to be true or claiming that victims are too sensitive when they complain about the gaslighter's behavior towards them. This behavior is intended to cause the victim to doubt his/her own memory and perception of reality.
- **Projection:** this technique consists of falsely accusing others of the very sins that one commits oneself. This is a common form of alternative psychiatry used by mental health professionals, especially in forensic settings, to avoid the consequences of their own unethical actions or behaviors.
- **Devaluation:** this manipulation technique has been used on me many times because I can be quite critical and confrontational at times when I need to wake up that person but they just do not want to listen. This manipulation technique works by the victim subconsciously thinking that the other person is more valuable than them, or even that no one would ever want to be in their position.

## **Mind Control With Implanted Ideas**

Scientists have been studying how memories are formed, stored, and retrieved. They found that it is possible to create false memories in the human mind. This is done by implanting the idea for a memory into an empty part of the brain, then linking this idea to a physical trigger or event.

The "memory" that is created can be anything from a corporation's slogan or mission statement to personal experiences from childhood. These implanted memories can be recalled just as clearly as any other memory and will subjectively feel like they really happened. Scientists say this could have some very disturbing implications if used for nefarious purposes against someone, such as false memories about being assaulted or raped at work (or elsewhere!).

Certain methods can be used for implanting a false memory. These include hypnosis, as well as drugs such as amphetamine and alcohol. "Mugging" an individual for money to pay for these drugs is not uncommon-this is because certain levels of amphetamine and alcohol can create amnesia in the subject. Another method of implanting false memories involves placing magnets on the head that can rouse the subject's memories from a state of sleep (this isn't a real method of mind control; it just illustrates how easily false memories can be implanted).

Of course, this technique has been used by corporations and advertisers to modify their messages or messages printed on T-shirts worn by employees. For example, a brand like Nike would want its employees to have a strong emotional response to the Nike logo. If an employee has a positive personal experience with Nike, the logo could trigger that memory and can even intensify it when the magnet is placed on the subject's head (because of the magnets, there

is no need to "suggest" an idea for a false memory...the false memory already exists).

## **Using Mind Control**

No one is immune to mind control. Even though we are living in a technologically advanced world, it would be naïve to think that you can't be manipulated or influenced by someone else's words. The human mind is the most powerful instrument on earth, but it can also be easily tricked with illusions and visions. A way of getting people to do something for you even if they don't want to do so.

# What is Brainwashing

Brainwashing is the process of manipulating an individual's beliefs and attitudes to induce conformity or acceptance of an idea, belief system, or doctrine. Behaviorists believe that psychological manipulation causes a person to act in ways that are incongruent with their original intentions. Three features are typically ascribed to brainwashing: Behavior modification. The subject learns new behaviors and associations which reinforce the desired behavior. It is often done through rewards, punishments, oaths, indoctrination, hypnosis and other methods of influence. Dehumanization-- The subject is meant to view themselves as subhuman and have no identity. Deceiving the subject into believing that their new identity is more important than their old identity. Deprivation of choice-- The subject's actions are restricted or they are given a sense of hopelessness by being confined and isolated from outside contact.

## The Brainwashing Process

- **Step 1:** Firstly, the target is isolated from their family and friends so that they can be completely reliant on the person who is attempting to brainwash them.
- **Step 2:** They will also be fed misinformation about what is expected of them. They are told that to be able to gain acceptance from those close to them, they must conform, deny who they are, and leave all their previous values behind for the group.
- **Step 3:** Finally, these targets are given a new name, which has no relation to their past life, and new personality traits, which better align with what was expected of them.

This is the brainwashing process, and it is a common belief that brainwashing is only possible within the context of an

authoritarian, communist organization. This myth has been debunked by a number of psychologists and psychiatrists who have described the authoritarian-type organization as one of the most effective methods for mind control.

The purpose of breaking down this myth is to reveal how ineffective brainwashing methods actually are, and in turn, help prevent people from becoming too easily controlled by another person or group.



## **Steps of Brainwashing**

- 1.** Identify an enemy
- 2.** Make the enemy seem completely evil and without any redeeming features, so you can feel justified in hating them
- 3.** Replace traditional beliefs with new ones
- 4.** Make the enemy act in ways that hurt the opposition
- 5.** Require the enemy to make reparations for his crimes
- 6.** Show the target how much better off he or she would be under your control
- 7.** Scare the target with horrific tales of what will happen if he/she does not submit to your authority NOTE: Similar to all of these steps, this last one is also a form of propaganda warfare, and there is a lot more to it than that as well.

## **Breaking Down of Self**

**The last step of brainwashing is to break down the self. This is accomplished by various methods:**

- a)** Removing individuality so that person sees himself as a part of a group.
- b)** The person's critical judgment is turned off so that all choices are acceptable and there are no consequences for any action.
- c)** Viewing all new ideas and actions from the perspective of the group and never asserting own opinion or considering options outside of what's presented by the group-leader.
- d)** Getting rid of personal beliefs, values, standards, rules, goals, etc., in order to be like everyone else in the group or please the leader.

## **Possibility of Salvation**

Brainwashing is a complex phenomenon that causes a change in the thinking and behavior of an individual. Brainwashing does this by gradually feeding false information to the victim, which in turn corrupts their thoughts and changes their beliefs.

The key to brainwashing is the dynamic of power, where one person has more power than another. This makes them vulnerable to being persuaded into believing or doing things they wouldn't believe or do without that persuasion. The term brainwashing became popular during the Korean War when many American soldiers were captured by North Korea who subjected them to propaganda that would make them betray America and its democratic principles.

**Brainwashing is one of the "Gundam" series' concept designs.**

## **Rebuilding of Self**

When the subjects' personalities were well under control, a lengthy process of rebuilding began. The subjects were easily persuaded to see themselves in a new light: as persons with great potentials. This, in turn, led to an acceptance by the person of their old attitudes and behavior patterns as being "natural" for them.

Next, I would bring up certain flaws that I had observed in him both on my previous contacts with him and from his reactions to certain psychological tests. I would then direct his attention to some matters that he disliked about himself: He would find it very difficult, but he would gradually relax as I led him to a greater understanding of the results of his particular behavior.

After this, I would ask him to describe such aspects of himself as he felt were the most "unforgivable," and then show him how other people looked at these same things. After a period of time had passed, with considerable reinforcement and persuasion on his part, I would show him his old self-images in comparison to my new images. As we worked together on this matter, a kind of mutual understanding was established between us; and the subject's accepting attitude toward himself was established.

## **The Impact of Brainwashing**

In the book, *The Manchurian Candidate*, by Richard Condon, brainwashing was used by the Communist Chinese government as they experimented with hypnosis and various other methods of convincing people from all over the world that they were actually international spies working for China. Brainwashing takes place over a period of time,

and there are some people who are unable to be convinced that they are not spies. Most people can see right through the brainwashing process and know that it is all a set up. In the book, after Raymond Shaw was captured and taken back to China, he began to develop these terrible nightmares that dealt with him killing someone close to him. These dreams were so horrible for Raymond that he began to think that he must kill this person in real life. This shows how brainwashing can change a person's attitude about themselves and the things around them. Brainwashing is a very powerful and dangerous process, and it affects the people who it is used on. Brainwashing can be done to try to make someone believe that they have the power to change something about their life that they don't want changed. Another way that brainwashing is used is to try to make someone think that they are superior or inferior than other people. When this happens, it can greatly damage the person's self-esteem because now they don't want what they have become accustomed to anymore. In my first paper, I will show you how brainwashing works and how it effects the people in our society today.

## **Brainwashing Tactics**

1. Control the people's environment and thoughts
2. Exploit human needs and desires
3. Instill a sense of shame or guilt in people who question your tactics
4. Create conflict within the labels you give to others, so that they don't trust each other
5. Keep people busy, busy, busy
6. Reward only those who follow you
7. Discourage dissent and discourage questions
8. Create fear of those who are outside the group
9. Make the group appear "exclusive," so nobody will want to leave now after all the time/money/effort invested

- 10.** Keep the group members dependent on you for information
- 11.** Discourage critical thinking
- 12.** Eliminate anything that might be an obstacle to their acceptance of your ideas (i.e. critical evaluative thinking)
- 13.** Re-define words so their meanings are changed to fit in with your agenda (i.e. "True love" means accepting everything I say without question).
- 14.** Control the emotions of those in the group
- 15.** Create a sense of guilt among those who are not in the group.
- 16.** Encourage people to bring you their money, so they cannot use this money for themselves and instead must give it to you. Ask them to put this group above all else, aside from God (i.e. the New World Order).
- 17.** Keep people distracted with trivial things, so that they won't notice much is happening (i.e. gossip)
- 18.** Use fear to motivate your agenda since most people are afraid of what will happen if they don't follow through with what you say.
- 19.** Make the person you're working on feel emotionally dependent on you, so they won't leave.
- 20.** Use peer pressure to make everyone around the person you're working on feel like they all have to accept the same ideas or else they will lose their friends (i.e. never smoke marijuana since all your friends will leave you if they find out).

## **Undermining Self-Esteem**

This person will criticize your personal and professional capabilities as well as your appearance, and openly compare you unfavorably to others.

**Evaluating the truth of these negative assessments will be nearly impossible.**

**Examples: "You're too fat," "You look terrible in that dress!"**

## **Isolation**

Isolation deprives brainwashed individuals of the opportunity to see or hear information inconsistent with brainwashing.

## **Fear and Dependence**

This is the most powerful weapon used in society. When individuals are afraid of something, it makes them dependent on their government and authorities to protect them from that fear.

If you've been brainwashed into fearing certain things or having a dependency that you can't live without, there is nothing worse than when your mind begins to reject it. Your addiction and beliefs may be very true, but it doesn't mean that they won't eventually begin to lose their power over you as long as your mind can think for itself.

## **Us Vs. Them**

The final ingredient of a cult is to create the idea of Us vs. Them to establish a sense of exclusivity within the group, while portraying the outside world as different and dangerous. Once this has been done, it becomes easier for members to suspend their critical thinking skills.

People are tribal by nature; we like to put things into groups and then take sides. It is natural for members of an organization to want outsiders to not be part of the group, even when they may have good intentions and valuable

contributions. Having outside forces attack your beliefs can also cause anyone to react on the defensive because they feel attacked or threatened by people who don't understand them or what they believe.

The easiest way to create the Us vs. Them mentality is with a leadership that fosters confusion, fear and paranoia. Because they aren't leaders of anything but a group of followers, leaders then justify doing whatever they want as "protecting" their followers from those outside influences. This allows them to rationalize any form of abuse or infighting by using the argument, "we are only trying to protect our flock from evil outsiders!"

## **Blind Obedience**

This strategy is about controlling the person through loyalty and a sense of commitment. The person can't question the leader or the group's mission because they have done so much work to convince themselves that it is right.

## **Physical Activity**

Physical activity, specifically aerobic exercise, can help maintain a healthy brain by keeping the mind sharp and the body moving. Aerobic exercise may be defined as any exercise that raises your breathing and heart rate for an extended period of time. This could include running, brisk walking, swimming, or cycling.

Some studies show that people who engage in regular aerobic exercise have a lower risk of developing Alzheimer's disease than those who are sedentary. There is evidence that aerobic exercise can also promote neurogenesis—the birth of new neurons—in the hippocampus (a part of our brain), which is important because it has been linked to memory and learning.

## **Repetition and Routine**

The brainwashing tactic of repetition and routine is often applied to make people believe that the world is a certain way, and that they are powerless to change it. This is achieved through various methods, such as making sure the same messages are always broadcast on TV, or that the same clothes are worn by everyone in a society. The idea of routine also suppresses individuality because it makes people think they have no choice over what they wear for example.

Rituals are a common aspect of brainwashing. They can involve anything from singing the same song to witnessing a 'role-model' dance through particular steps. The principle is



that the more often they do it, the more likely the mind will accept it and adapt to it. This causes people to completely lose their individuality, making them believe that nothing they do can affect them at all, and only what the 'model' does will determine if they are successful or not.

## **Moody Behavior**

Moodiness is one of the most common physical complaints in patients undergoing brainwashing. Mood swings are an indicator that the patient may be fighting against persuasion.

If you find yourself getting moody, take a moment to go over your thoughts and see if you're fighting off a persuasive idea or argument. If so, challenge it! For brainwashing to be successful, the victim must comply with all instructions and willingly believe everything they are being told; this means that they need to come out of the experience feeling like themselves again first!

## **The “Love Bomb”**

The "love bomb" technique is a subtle and gentle form of coercion. It is an extremely powerful method used to persuade and even seduce someone into accepting what may be very unappealing or offensive ideas. This technique works with both children and adults by attacking the weak spots such as the need for love, approval, or belonging. The individual giving the love bomb usually does not have any intention whatsoever of loving another person in return, but merely wishes to take advantage of him/her for one's own ends.

## **Testing the Effectiveness of Brainwashing**

The effects of brainwashing can be observed in many different areas. One of the few things that have been extensively researched is its effect on the human body. There is one study that examined what happens to people who are subjected to brainwashing. One group was subjected to ten debriefing sessions over a three-day period, while the other underwent five hours of unstructured discussion and relaxation beforehand. The groups were then compared after receiving electric shocks: one group that had been brainwashed received shocks that lasted 90 seconds, while the other group, which had not been exposed to brainwashing, received shocks that lasted 150 seconds, effectively demonstrating an improvement in reaction time as a result of being subjected to this process. What is most interesting about this experiment is that the subjects did not know they had been brainwashed at the time the study was conducted, as it was disguised as an experiment on different methods of persuasion. The subjects in the experiment arrived in an anxious state at a hypnosis study laboratory under the pretext that they were going to learn how to improve their performance in role-playing games. They were then given painful shocks when they failed at their tasks. Although this method of pain compliance is not widely resorted to due to lack of funding. Despite these limitations, the results demonstrate a clear correlation between brainwashing and reaction time.

## **How to Prevent Brainwashing**

Brainwashing is a term used to describe the process of purposely changing someone's views or values. It is typically associated with the change of one's political, ideological, religious, and/or sexual viewpoint. The term "brainwashing" has been used by tabloid media and Hollywood in movies (such as *The Manchurian Candidate*) to

create an exaggerated depiction of sinister techniques that do not exist

But what are some techniques for preventing brainwashing? Well below are several tips on how to protect yourself against brainwashing:

**Be aware-**Awareness is a key element in preventing brainwashing because it allows you to recognize what manipulation looks like early on. By being aware of what is going on, you can make the decision to stop falling victim.

**Have support-**Having a strong support system can help you prevent falling victim to brainwashing. If you have a solid group of friends and family around you, chances are that they will be able to provide you with the support needed in difficult situations. In earlier times, brainwashing was used by totalitarian governments and cults alike. Though it is no longer this way in developed countries, having a strong support system can help prevent yourself from being brainwashed.

**Know your values-**Having values is something that many people find hard to do because it takes time for one to develop these values. Values are the pillars of one's character and they help to define who they are as a person. Knowing your values can prevent you from doing things that you would normally consider wrong without knowing why.

**Be rational-**Being rational with our thoughts is extremely important because it helps us think clearly about the world around us. Being irrational can lead to situations where one feels that something is one way when in fact, it's another way entirely. By being rational, we can make decisions based on our own set of beliefs instead of simply following others because they feel right. Rationality isn't just about following your values, but it's also about following your feelings.

Remember that no one is perfect, and everyone needs to be extra cautious when it comes to their personal thoughts and beliefs. By being aware of what is going on around you, you can make the decision to stop falling victim to brainwashing. If you have a strong support group of family and friends, you will be able to know when something is wrong and be able to stop it. Be logical with how you think about things. This can help you prevent brainwashing.

### **Gain Control Over any Situation**

A good way to gain control over any situation is through fear and intimidation. Whether it's to threaten a person or somehow get them to surrender, fear and intimidation is a powerful strategy for getting what you want without violence. This involves trying to intimidate the target by manipulating emotions, convincing them that they're in danger of something awful happening if they don't comply with your demands. Someone who is scared will almost always give in, unless they're mentally strong enough not to care about their safety or well-being.

Threatening people can work as well as generally creating an atmosphere of fear and terrorizing individuals around you with the object of manipulating them into giving up what you want. People can be made to feel helpless and afraid of what's going to happen if they don't give in.

### **Don't Do Anything You Don't Feel Compelled to Do**

Brainwashing is a form of manipulation that impels people to act against their own will and without their consent. It's often done by intimidating, threatening, or otherwise playing on people's fears in order to force compliance.

### **Don't Put the Cart Before the Horse**

We've all heard the phrase "putting the cart before the horse," and we know what it means. But why do people use it? What does this expression mean? And where did it come from in the first place?

The saying "putting the cart before the horse" dates back to 17th century England, when farmers would put a harness on a horse and hook up a cart or wagon behind them to pull goods. If a farmer arranged this process incorrectly, he or she could end up pulling both their own and someone else's load of goods.

In addition, putting something before someone else can mean giving someone something that is not rightfully theirs. This could be stealing or cheating in a contest or other competition, for example.

The expression "putting the cart before the horse" has been shortened into just "putting before," and still means to do things out of order. An incorrect way of phrasing something known as "front-loading" also refers to this saying, meaning providing too much information right away rather than gradually bringing someone up to speed with information.

The phrase "putting the cart before the horse" is generally used to express that someone is putting his or her own needs before others'. It also means not taking a logical first step in doing something (like, say, go grocery shopping and then actually making dinner) or going about things in an illogical or random way (like making dinner and finding out you don't have any ingredients, so you stop to go get them later). In one of its earliest examples, it was used to refer to a man who bought a cart without horses or a farmer who tried to pull something behind his horse.

## **Be an Action Taker**

A dangerous idea in the hands of a good persuader can be turned into a useful, productive idea. You'll find that the better you get at lobbying yourself, and the more people with whom you share your message, the more receptive others will be to it.

## **Reading the Body Language**

This form of non-verbal communication can help to interpret the true intention behind a message delivered verbally. Take, for example, someone who says one thing about a product or service in conversation yet their body language says something different. Their gestures, posture, and eye contact can tell you whether they are telling the truth or if they have ulterior motives.

Understanding manipulation psychology will help you better understand how it manifests in our day-to-day interactions with others and how to protect yourself from being taken advantage of by these hidden techniques. The study of body language, called kinesics, is also an important part of nonverbal communication.

What makes body language so effective when delivering a message or a sales pitch is that we rely on it to communicate all the time without even realizing it. We use body language to express our feelings and thoughts, to express approval or disapproval of something being said or done, and even to navigate social situations. We can tell a lot about what someone thinks about us based solely on their physical stance towards us. We even adjust our own body language based on their reactions in order to influence the outcome of a situation in our favor.

## **Dark Personality**

The dark personality manipulates others for financial gain or power. They are often sociopaths who lie, cheat, and steal without feeling any guilt. These people are motivated by a need to feel superior to others.



## **Handling People**

This term means a lot to many people. The idea is that you can make someone do what you want them to by the way that you are doing things and how you are saying things and who you're talking to. Many people think of this type of manipulation as being sneaky, but there are also times when it is necessary and ethical, such as in therapy sessions where both parties want something out of the conversation; for example, making someone feel better about themselves so they're more likely to stick with therapy goals for long-term success.

# **Fundamental Techniques in Handling People**

**The following is an overview of the fundamental techniques used in handling people.**

One salesperson technique, when working toward a close: hold your gaze, make direct eye contact and maintain a friendly attitude. This will show that you are friendly and approachable and will increase the trust generated by these signals. This technique works with anyone, regardless of age or whether there is any sexual connotation associated with this head tilt.

## **A. Body Language**

Human beings send out a number of different body signals. These are usually unconscious and can be picked up almost instantly. If you understand how to read people correctly, you can tell whether they're being honest or trying to deceive you. You can also test the strength of an argument or the likelihood of a sale going through.

## **B. Interviewing Techniques**

Approach people with confidence and a friendly attitude at all times to help them feel comfortable, especially if they're having difficulty making a purchase decision.

When dealing with people you can apply the ABCD method: The ultimate decision-maker should be the key recipient of your attention and time.

## **C. Verbal Techniques**

**The following are a number of techniques that will help you get others to do what you want them to do:**

This technique is used when dealing with a customer who has reservations about purchasing something. Simply take

the customers' hands in yours, look into their eyes and say: "I can understand how you feel." This will cause them to envision themselves using the item, which will help them get over their doubts about buying it.

# Behavioral and Character Traits of the Manipulators

There are a number of behavioral and character traits of manipulators. Most manipulators have the following traits – they are deceptive, manipulative, engaging, aggressive, and attentive.

**Deceptive:** Manipulators have been known to lie about their pasts, or tell partial truths to make themselves sound more believable. They may even delete their social media accounts to give you a false impression of who they really are. This allows them to deceive others into trusting them in the future because no one would trust an untrustworthy liar with anything important after all. Manipulation psychologists say that when manipulators talk about their pasts in order to present themselves in a positive light it is often done at the expense of someone else (their victims).

**Manipulator:** Manipulative people can be very persuasive and want others around them to follow their wishes. Psychologists specializing in manipulation believe that manipulators tend to be very persuasive. They are often persuasive in manipulating their victims into giving them money, gifts or even sex.

**Engaging:** Manipulators often have a sense of charisma and charm that attracts others and makes them feel at ease right away. This is why people are often manipulated at first sight by a charming manipulator with good looks and a nice smile.

**Aggressive:** Manipulators often go out of their way to make others angry or upset, even if it means ruining someone's reputation. They may use other people's words against them, put them down, or say something that will make them get defensive because they don't want anyone to know the truth about them (their past mistakes).

**Attentive:** Manipulators are hard listeners. They pay attention to what others have to say in order to find ways to take advantage of certain words they use. This is how manipulators can seem like great people and show their prey that they're cool too.



## **Lying by the Commission and Lying by Omission**

Lying by omission means the person lies and doesn't mention something that would be unusual. So if someone has told you they were in a car accident, but then they don't tell you about their injuries, that would be an example of a lie of omission.

Lying by commission means telling a lie and deliberately omitting information from the truth. This is when someone tells you one thing about themselves but deliberately hides another. For example, if somebody tells you that they don't have any pets because their last pet died, but then later in conversation say: "I've got two cats at home," that would be a lie of commission because, on the surface, it appears true while on the inside it's false.

## **Denial**

Manipulators use denial as a defense mechanism against any accountability for their actions. This is largely because of their deep-rooted selfishness and unwillingness to be held accountable to others. This will show through in the way they talk about others, either by making unfounded accusations or by shifting the blame onto someone else.

## **Rationalization**

Manipulators are masters of rationalization. They will always find a way to justify their own actions no matter how malicious, hurtful, or deceitful. In their warped minds, they're doing nothing wrong because they know they're already winning.

## **Minimization**

A manipulator may attempt to minimize their abusive actions by blaming the victim and claiming that their behavior was a necessary response. They will claim that they are the "innocent" party and that the victim is unreasonable or overreacting.

## **Diversion and Evasion**

The manipulator is adept at diversion tactics. He or she will often talk about topics that are not related to the discussion but which seem to offer a lighthearted, interesting or sophisticated alternative. This method can be extremely effective in confusing and delaying a subject's response or defense. The manipulator may also use evasive tactics such as diversionary questions to direct attention and focus away from their words, behaviors, or objectives.

## **Covert Intimidation and Guilt Tripping**

Manipulators use a variety of tactics to keep those around them feeling insecure and looking for approval. They may not be openly hostile, but they'll make you just feel worse about yourself when they're around.

One of the most common tactics is guilt-tripping, which is saying or implying that you've done something wrong in order to induce guilt in another person. The manipulator may do this subtly by telling you how your actions have impacted them or others and asking you if it's worth it before continuing in a way that convinces the target that he would be terrible for doing x, or more brazenly by giving an ultimatum with little history as support.

Another tactic manipulators will use is to make their target feel bad about himself or herself. This can involve making you feel like you're in some way incompetent or in need of improvement and need to act a certain way.



## **Shaming**

The manipulator constantly tells the person who is being manipulated that they are wrong, stupid, inept or selfish. They will ridicule you in public and tell you that your opinion does not count. They will say to your face things like "you're so clumsy" or "you'll never be successful."

## **Vilifying the Victim**

Manipulators vilify the victim to justify abuse of them. By making the victim seem as though they deserve the abuse that has been inflicted on them, it makes the manipulator feel justified in their actions. For example, if a child feels like his or her parent is abusing them because they "talk back," then this child will believe that they are at fault and deserved to be punished for his or her behavior.

## **Playing the Victim Role, and Playing the Servant Role**

When the manipulator's plans are not going the way they had hoped, they will play the victim role. They may start to whine or complain about how whatever happened was all unlucky and out of their control. Another tactic is to play the servant role and make it seem like they're trying their hardest to help, no matter what obstacles get in their way.

## **Seduction**

A manipulative person will try to charm and influence another person in order to gain their favor, for example by flattery, or by making promises that he or she does not intend to keep.

## **Projecting the Blame**

The attachment to blame is an important feature in the manipulators' repertoire. They want very much to be needed, to be wanted, and they feed off of anger and pain. This makes them particularly vulnerable in close relationships, as they often have a limited understanding of healthy boundaries. As a child, the attachment figure would not permit him or her to get angry or make mistakes; as an adult this creates toxic resentment.

## **Brandishing Anger**

If the manipulator becomes angry, it will likely be because he feels like you and/or someone else is not giving him what he wants.

# **What Are the Manipulators Trying to Do?**

It is not the manipulation tester's intent to hurt or destroy. The purpose of manipulation tests is to give an objective perspective into the target person's most vulnerable areas. By understanding the targets' motivations and thoughts, much of their influence can be neutralized with confidence and skill while proceeding with a conclusion as necessary—which may be them being manipulated in turn.

Asking people questions that focus on why they are doing what they do will often reveal their most hidden intentions. To put it simply, some people will try to manipulate others for love, money or recognition, while others may want power or control over another person without any other reason for doing so—only expecting certain outcomes that they desire in return.

It is realized that this information may be uncomfortable to learn, but it is important to comprehend the difference between being manipulated for personal gain and an individual who does not care about the target's welfare. The manipulator will act as if he or she knows more than you do about your own best interest while his or her intentions are only self-serving. This type of manipulation can often be eliminated once the target understands how they are being used.

## **Cancellation of Willpower**

When we feel as though our willpower is being eroded, we lose the desire to resist. This is called "willpower exhaustion." Research shows that when your willpower runs out, you are more susceptible to any form of persuasion.

**1. Repetition:** One of the most common ways manipulators use repetition in their tactics is by repeating a phrase over and over again until it becomes ingrained in our subconscious mind. They also do this with other techniques such as flattery and shaming.

**2. Fear-Based Tactics:** By instilling fear into something that might not exist but does exist in their opinion, they can create a feeling of panic or motivate someone to make bad decisions without thinking about it too much (e.g. selling stock for emotional reasons instead of financial ones). Manipulators also sell fear with lies by exaggerating the impact of something that is already causing them fear.

**3. Attraction-Based Tactics:** These tactics use the power of attraction and desire to make us want things more than we can afford or want to give up our resources we value. For instance, manipulators might exaggerate desired outcomes and tell us that we will be loved if we give up everything that we have worked hard for in order to obtain their dream life (in other words, they manipulate us into selling out).

## **Destroy Self-Esteem**

### **Smear Victim's Actions by Contrasting them with their Inferiors**

Often, when a person makes claims about how bad something is or how necessary it is to do something, the manipulator will use this comparison to make the victim feel below others. It's a classic technique called "downward

comparison" saying: "Everyone else thinks it is so cool, why can't you?"

While this type of manipulation may elicit feelings of guilt and shame in its target, it often also works by turning off one's ability to resist what the manipulator wants done. If I don't feel as good as everyone else and therefore have a low self-esteem, then my ability to be able to make rational decisions is lowered. If I am down about myself already, why not just go with what makes me feel better?

**The manipulator wants you to turn off your rational brain.**

## **Passive-Aggressive Revenge**

The manipulator might not be able to retaliate in the way they want or give in to their urges, so they might try to go about it through a subtler, but often time still noticeable, passive-aggressive means. For example, if the manipulator is snubbed by someone they always want to see (either because of an emotional need or a physical need), then the manipulator may find ways for that person to not be invited to gatherings where people come over or for that person's phone calls not to get returned. The manipulation can be as minute as refusing eye contact and making short remarks about what someone does in front of them. The manipulator might do things like this to feel in control or boost their self-esteem.

## **Confuse Reality**

This is a common tactic used by manipulators. They mess with their victims' sense of reality and get them to question what is real and what isn't. This can include gaslighting, convincing someone that they saw or heard things that

didn't happen, altering memories, playing tricks on the eyes and ears, etc.

# **Behavioral Traits of Favorite Victims of Manipulators**

As a victim of a manipulator, you may be experiencing some of the following traits. While many can go on their own, it is important to see these traits in your life and know that they are not weaknesses but rather symptoms of one or more types of manipulation. Asking yourself these questions can help you identify what type of manipulation is occurring in your life.

- Manipulators lack empathy for others: They are often callous with others: lacking in affection, expression, or concern. They may use insensitive comments or behaviors to insult and/or belittle others without replying to back up their claims.
- They tend to be oblivious to their actions: Manipulators cannot recognize their negative impact on others and are often not aware that they hurt other people. In fact, manipulators will often see other people's behavior as a hindrance that interferes with their own needs and goals. In other words, they do not believe that their manipulation is destructive to the lives of those around them.
- They are not just self-centered, but other-centered as well: Manipulators approach others as a means to an end. They do not want to be around others, yet they also do not want others to be away from them. Any behavior that would allow others access to them can be used as a means of cutting off contact with victim/s.
- Manipulators do not understand the consequences of their actions: Manipulators may believe that things will work out in their favor because it is their way, or "the right thing" to do. They may justify their manipulative behavior by stating that what happens or what occurs is not worthy

of attention. They may also have an inability to plan ahead and anticipate the consequences of their actions.

- Manipulators have difficulty recognizing the needs of others: Manipulators are usually out for themselves. Generally, this results in a lack of empathy towards others' needs and feelings. On the other hand, they are very good at recalling and recreating events to fit their own desires or wants. In addition, manipulators tend to desire more than one intimate relationship (polyamory) or be married to multiple partners (bigamy). This may be due to a lack of social skills in maintaining multiple relationships.

- Manipulators do not recognize the feelings of guilt: They use guilt to manipulate others into doing what they want or to get their way. They will either phrase their requests in a way that leads the victim to feel like they owe them, or will rapidly escalate situations into extreme guilt trips. Manipulators are also prone to using victims' sympathy as a tool for manipulation.

- Manipulators tend to be very competitive: They may find themselves in situations where there is no one else but them in failure, and they tend to be more sensitive than most people when it comes to winning. They compete by trying to prove that they are better than others or that they have more power. This can be done in a variety of ways: such as being more articulate, having a bigger and clearer vision, or being more attractive.

## **Emotional Insecurity and Fragility**

A manipulator specifically preys on those who are emotionally insecure and fragile, so they are often sought after. They make these people feel special and desired. The manipulator takes advantage of this vulnerable person by using them for their own personal gain.



## **Sensitive People**

A common trait among favorite victims of manipulators is being sensitive. These people are so sensitive that they may be seen as high-strung. This is an unfortunate condition, but it's one that could also make them more vulnerable to the manipulator's advances. Considering how easily sensitive people can be hurt by the things other people say and do, it is usually best for them to avoid those who they are likely to take personally.

## **Emphatic People**

One of the easiest ways to manipulate someone is to persuade them that their opinions, ideas, and feelings are not important. Such people may be more likely to trust what they're told because they don't feel like it's worth questioning.

## **Fear of Loneliness**

People who are best suited for manipulation are those with strong protective instincts. These people may be risk-averse, fearful of the social ramifications of being rejected by others, and have a difficult time with intimacy. They can be battling feelings of loneliness and often need external validation to feel like they belong in society. If this sounds like you, then you would likely respond favorably to an overture from someone who offers them refuge and helps them feel accepted into a group or cult where they fit in.

## **Fear of Disappointing Others**

It's easy for manipulators to prey on this trait. They'll make victims afraid that if they don't do what the manipulator

wants, people will be disappointed with them and might no longer like them. They may also create a scene and play up the victim's fear of being judged or look weak in front of others. Victims who have a fear of disappointing others are often dependent on the approval of other people, which means they'll likely do whatever it takes to avoid negative reactions from those around them, even if it means compromising their own values.

## **Personality Dependent Disorders and Emotional Dependency**

In the case of an emotionally dependent victim, the abuser has been able to manipulate his or her victims through the use of tactics that encourage a state of dependency in order to continue the abuse. This can include manipulation, coercion, withholding rewards and punishments, feigning innocence or ignorance in order to keep control over their victims.

A common tactic employed by a manipulator is ignoring their victim until they are totally dependent upon them for support. A manipulator can often become more demanding when the victim attempts to resist by withdrawing from intimacy with them. This can cause the victim to feel hopeless and trapped.

# **Best Strategies of Mass Manipulation Used by Media**

The manipulations of mass media have been a topic of interest for thousands of years. From the earliest cave paintings made by ancient humans to contemporary movies, TV programs, and video games that capture the human condition, people are fascinated with watching one another interact both on and off the screen. Today, one has only to turn on their computer or TV to watch people from around the world in real-time laughing, crying, fighting and even dying. These pervasive screens have made it quite difficult for us not to be drawn into all manner of situations as they unfold live before our eyes.

## **The Strategy of Distraction**

This strategy is probably the most difficult to spot and the most effective. It has been frequently used by media throughout history. The focus is on diverting public attention from a particular subject—usually negative or controversial—with an unrelated story, often of a positive nature. As a result, people forget about the original incident and stop discussing it altogether, for fear of being called "just another conspiracy theorist."

## **The Gradual Strategy**

The principle behind the Gradual Strategy is to ease people into a message. This is typically done in a clever way, which gives them the opportunity to accept it gradually.

Escape routes are also provided for those who are not yet convinced by what is being said. There is no pressure on the person, and they can back away at any time.

What if you could think before opening your mouth and wordlessly persuade people? That's what manipulation psychology teaches you how to do—how to be more persuasive and bring others round your way of thinking without even speaking a word! It's almost like magic.

By following the Gradual Strategy, you will be able to inspire and persuade people by using your body language, voice, and even your thoughts without having to say a word.

## **Create Problems and Offer Solutions**

The media often doesn't report anything other than a negative event in order to compel the public to fear that such events may happen more often. Once this negative story is out, the media will then offer you their solution.

## **The Strategy of Deferring**

Creating a sense of urgency and anxiety begins with raising fears of disasters far in the future. This can be accomplished by grossly exaggerating the potential harms to humanity, long after those harms have become a reality.

In order to create an effective fear campaign, it's important for media outlets to highlight these wide-scale threats even if the likelihood of them occurring is slim. This strategy provides further incentive for people to change their behaviors based on their belief that they're avoiding harm from a disaster.

## **The idea is to frighten people into believing they're in imminent danger.**

But the truth is, many consequences of climate change won't be felt for decades to come. That's why it's crucial for media outlets to omit factors that would properly contextualize the threat. In other words, their reports

typically feature climate change as a serious and urgent crisis instead of an environmental issue that will have effects in the future.

## **Treat People Like Children**

Treat the person you're trying to influence as if they were a young child. Again, most of us will learn to steer away from this technique because it feels insulting and condescending and we don't like being treated like a child. But if that's how the person you're trying to influence is going to see it—as an attempt to take advantage of their naiveté—you might as well just own your condescension, rather than fight it by framing your actions in a way that implicitly acknowledges their distrustfulness.

It's not as though the use of what psychologists call "parental strategies" is uncommon in the business world. According to psychologist Mark Leary, even though we may be unlikely to actively seek out these strategies in our own interactions with others, they are designed to be effective. What's more, Leary argues that some of the most successful incivilities in business occur when people employ them.

## **Taking Advantage of the Emotional Aspect**

The best and the most effective type of mass manipulation is taking advantage of human emotions. It is our own humanity that allows us to be manipulated because we are able to be moved by seeing suffering or when we feel that someone else's life is in danger. It is the emotionality, not only of a person, but also with a whole group that makes it possible to use this strategy for manipulation.

## **Keep the Public Ignorant**

One of the most effective ways to maintain power and control is to keep the public ignorant. Maintaining a

population's innocence or naïveté on an issue can lead to less awareness, which leads to less opposition. That's why it's common for marketing strategies for major corporations—and governments—to be intentionally misleading, deceptive, or just plain false. Keeping people in the dark also makes them easier prey for major social experiments that seek to transform their worldview on an issue.

## **Making the Public Complacent**

With the massive majority of Americans living in cities, the media is mostly focused on specific locations while maintaining an overall balance between different topics. This allows manipulators to target certain communities with their messaging, making them believe there's no alternative.

## **Reinforcing Self-Blame**

We often seek out the negative messages that we give ourselves about our inadequacies. Accepting these as true leaves us feeling like losers, and reinforces negative feelings of self-blame. News programs offer a perfect illustration of this with their constant coverage of tragedies and war, and their images of broken families looking for answers.

## **Knowing People Better Than They Know Themselves**

**A newspaper might do a poll and find that the majority of people disapprove of what their neighbor thinks about. What does it sound like?**

**"The majority of people in this town are against our neighbor's opinion on."**

This is a typical example of how media manipulates human behavior by being better at knowing people than they know themselves. People don't know their neighbors' opinions,

but when they see or hear something repeated in the news, it feels like it must be true because it is constantly reinforced to them. The only way to resist this manipulation tactic is for us to stop paying attention to sensational headlines and get into conversation with our neighbors and ask them what they think about certain topics. This is a much more robust and interesting way to understand the world, and it helps one understand how people think.

# Chapter 2

## DARK SEDUCTION

**Dark Seduction is a short but informative and detailed guide on how to manipulate people with dark psychology.**

Seduction is an art form that relies on the manipulation of social and cognitive triggers for influence, arousal, and compliance. Dark Seduction has a greater appeal than traditional persuasion because it is deeply rooted in human emotions instead of logical rationality. It exploits that highly primal urge within humans to create order, harmony, beauty, and a feeling of belonging. By using this unique approach to seduction, one can quickly enter into deep intimacy with someone as well as build real trust within the relationship they are seducing into.

Dark Seduction holds a unique and exciting perspective on most conventional styles of seduction and manipulation. The main focus is not on effectiveness, but on the process of seduction itself. Dark Seduction is not solely about how to manipulate people in order to obtain a goal or outcome. Instead, it focuses more on the feeling and emotion that comes from the process of seduction, rather than its end result.

Seduction is an ancient art form that began as an uncivilized survival technique that evolved into sophisticated multi-dimensional forms of social manipulation that still exist to this day in various cultures all over the world. Dark Seduction takes this ancient art form and presents it in a modern context.



Traditional seduction is usually associated with the idea of influencing a person to pursue a goal you desire. It is a technique used to achieve goals, whereas Dark Seduction focuses more on the process of attainment itself. The Dark Seducer understands that LOVE is the most powerful and effective form of seduction. By using it as a background for Dark Seduction we can create an environment where we can not only create passionate bonds with others, but also build trust and real deep connection. The power of love can literally enchant anyone into blind obedience and compliance. This provides the seducer with a very effective method of getting people to do what he wants without feeling any resistance or rejection from them.

Dark Seduction is not always about getting the other person to do what you want or even get them to love you. It also focuses on how to create a deep relationship that can only be found with a person who has been deeply seduced by the Dark Seducer. A truly successful Dark Seducer does not see seduction as merely a process of getting someone to do something that benefits only him/her, but instead is focused on developing real connection and intimacy with others, and then using this into a foundation for building trust and intimacy in order to accomplish apparently common goals.

The goal of Dark Seduction is not intended to manipulate others into doing things they would otherwise not do but to involve the partner in a real relationship so deep as to make the other dependent on the seducer. Dark Seduction is not a technique meant for just attracting others, but rather for seducing them into unique and powerful personal relationships that go beyond the initial goal of getting them to do something. So, here you will learn how to defend yourself from the dark seducers so as not to fall into their webs.

# **The Techniques to Make Dark Seduction Work**

For you to defend yourself from dark seducer, it is essential that you are aware of the techniques used so that your defense will be effective.

**The following are some techniques used by dark seducer to make dark seduction work:**

**1.** They Use Subliminal Triggers That Will Attract them To The Prey: There are many popular subliminal CDs, videos, and programs that can help increase their ability to attract potential prey. Some people only choose to listen to them periodically or only while they are busy with other things they might be doing during the day. Others choose to listen to them as they are falling asleep at night. The latter option is recommended especially for those who want to set the mood for some successful spells when they wake up in the morning.

Using subliminal triggers will help manipulate the mind of an individual into responding in a way they would not normally do given any other set of circumstances. That is why you need to be cognizant of how this can be used so that it works against you.

**2.** They connect With A Target: This is a technique used by the predator archetype in the opposite form of that which is being utilized by most predators. In order to connect with someone, they have to be intuitive about where the target will be and put themselves in a position to interact more frequently with them. This can be done through developing a relationship with someone at work and then setting up meetings in their location.

People who are seduced by these types of predators tend to be good at dealing with people; hence, they are often better salespeople than others who use other methods.

**3. They Experiment With The Mind:** They use their intuition and ability to read people so that you can get a feel for how they will respond to certain seduction methods. Some people are very guarded when it comes to their personal information and that makes them harder to manipulate. Others are more open about themselves, and this can make manipulation through the dark side of seduction an even easier task.

**4. They Develop their Mind Control Abilities:** There are so many ways that they develop their mind control abilities including, meditation, chanting, affirmations, energy healing techniques and many others. This is a topic that will be discussed in much detail some other time, but for now, just be aware of the fact that it is an instrument they can use with their seduction plans.

**5. They use a Mantra To Seduce their Target:** They use a powerful mantra to do what they want it to do, but also subtle enough not to raise any red flags with anyone else who might be listening. It should be something that is going on in several people's minds at least some of the time, but not so much that it will become boring or annoying.

The mantra can be repeated silently or out loud depending on what they are trying to accomplish at any given time. It can be used to relax someone before you attempt to open them up to suggestions or to simply keep yourself calm. They look for a mantra that is effective and stick with it so that it will benefit the things they want to do with their dark side of seduction.



## **Why Are Dark Seducers so Dangerous?**

The dark seducer is similar to a black widow spider. They are master manipulators who do not feel any empathy for their own well-being or that of those they manipulate. They have no regard for the victim's feelings and often prey on people who are depressed, lonely, socially awkward, and isolated.

The dark seducer uses emotional manipulation to create a sense of false intimacy with the intended victim and targets those with low self-esteem or identity to indulge them in whatever fantasies they may describe. The damage caused by these individuals can range from self-harm such as eating disorders or suicidal thoughts to physical abuse such as sexual assault or kidnapping.

The dark seducer also uses intimidation to establish complete control over the victim. They will isolate their victim, prohibit their victim from asking for help, destroying all information about them, and attempting to force the victim into submission.

The dark seducer is an extremely powerful individual who thrives on fear and paranoia. He or she must establish a sense of self-importance before they can begin manipulating others, which will follow his form of psychological bonding. Once the victim trusts in him or her, he or she will exploit this trust to commit crimes against them as retribution for being broken off from the seducer's "puppet strings," if they ever try to leave the relationship.

Additionally, the dark seducer has a firm grasp on manipulation techniques used to drive their victims into a state of learned helplessness. They will utilize manipulative tactics such as cognitive dissonance, love bombing, and

gaslighting to intentionally confuse and disorientate their victims so they cannot think or feel for themselves.

## **How to Avoid Dark Seduction**

Dark Seduction is something that really exists in our world and society today. It's difficult to avoid, because we've been conditioned to want what we can't have, but there is a way to resist Dark Seduction.

The first step is recognizing the signs of it. When you're tempted by Dark Seduction, you'll notice yourself getting bored with just one person or maybe even going through the motions of dating multiple people without any intention of finding a match or having emotional connections with them. You might also feel like you need more than what's available right now from your current partner or friends. On the other hand, you might get a sense of excitement when you're with someone inappropriate to your relationship and feel like you couldn't possibly be happy with someone who fits into your relationship status.

You might also find yourself attracted to people who are already involved in other relationships or are what society considers "unattractive" to help you justify the Dark Seduction. You want to stay away from these people because they'll only pull you further away from finding love and happiness with a partner who's available and right for you. You might not understand it at the time, but you need to realize that what feels good in the moment is not always what will feel good for eternity.

But the most important thing to remember about Dark Seduction is that it's not real and is just an illusion of what you want to feel. There's no need to feel ashamed or guilty about how you're feeling, because it's perfectly natural for people to want something that they can't have. Just think of how similar you are to everyone else in your world—no one really knows what love is until they experience it themselves. There are a lot of things we enjoy in life, but are

willing to give up when we find out there's another way for us.

In the end, the only thing that really matters is feeling happy and safe in your relationships. You want to be happy with things as they are, so instead of turning to Dark Seduction to try and find something that you can't have or getting yourself into a relationship that's not right for you, just look for a partner who makes you feel loved and secure, in a stable and long-lasting perspective.



## **Act Quickly**

Keep your timing to a very short window. You can't take your time when you're dealing with an aggressive guy. Instead, figure out how you and the woman on the street are feeling around the same time and act as soon as you seem to be in sync.

## **Get Help as Soon as You Can**

If you experience physical stalking or harassment, contact the police immediately. Never take your safety for granted. Consider getting a protective order if you are being stalked and need to take special precautions for your safety. Contact a trusted friend or a therapist with specialized training in dealing with domestic abuse to talk about all of these issues and to connect you with resources and support in your area.

## **Always Question Motives**

There is no one that has your best interests at heart more than yourself. Don't ever forget that. It's easy to be seduced by people with obvious ulterior motives, especially when they make you feel wanted and desirable. But the moment something feels too good to be true is usually the time to step back and look closer at all of the details. If someone wants you for what they can get out of you, then stay away from them, because sooner or later, it will all come out in the open anyway, and it won't end well for either party involved.

## **Don't Let Your Emotions Get the Best of You**

One of the things that can make it even harder to maintain your new, wholesome attitude is when you're feeling down and discouraged for any reason. Your emotions will try to get you going back toward old behaviors, so don't let them. If life has been tough lately or if things didn't go well for you this week, take a break from your cravings or temptations by staying busy with other fun activities and staying away from anything that might trigger a relapse.

Choose carefully the partner to establish a relationship with. This might sound like a no-brainer, but many people tend to skip this step. For instance, if someone lives far away from you and it's hard for them to visit often, then be aware that they might not be an ideal partner for a long-term commitment (DO NOT let this fact go unnoticed!).



# **Chapter 3**

## **THE ROLE OF DEFENSE**

Defense is the act of defending oneself, one's property, or one's rights from physical or mental harm by an attack. Defense is a natural right that all people have to protect themselves and their property. The question then is "why" do people have the right to defend themselves?

Defense is a natural right and must always be defended no matter what consequences are brought about. Another reason why defense is important because everyone has a duty to protect themselves, their property, or their rights at all costs.

Men are "endowed by their Creator with certain unalienable Rights, including Life, Liberty and the pursuit of Happiness." Those who violate another person's rights should be punished for their crime. The government has the responsibility of protecting the citizens from any harm that may come to them. If this protection fails, more severe punishment should be enacted upon those who violated others' rights. This punishment could range from fines, imprisonment, corporal punishment, etc.

Another reason why defense is important is because it is a constitutional right. The Constitution gives citizens the right to bear arms to protect themselves from any foreign armies that may invade their property and harm them. There are many other examples such as:

Defense is important because it allows citizens to be prepared for anything that could harm or debase them. To

put it in more accurate terms, defense is the act of utilizing force to prevent harm from a criminal attack, or to prevent any other imminent threat that could cause pain or suffering. Defense is a natural right that all people should have the ability to protect themselves and their property.

## **Acceptance**

If you truly accept that some people will never be happy and they give you no reason to believe otherwise, then you can start the process of getting rid of them from your life. It sounds harsh but it is very painful for most people to be the people that make others miserable.



## **Increase Awareness**

Since many individuals are not aware of the role and function of defense, they tend to neglect it. As we have seen with numerous video game tournaments and military exercises, a lack of awareness can lead to an attack.

This is important because it is a simple starting point in preventing a potential disaster from turning into something much worse. If we can increase awareness about the role and function of defense, we will find it easier to prevent a disaster from occurring.

## **Detach With Love**

This step is perhaps the most difficult to accomplish, as it requires emotional detachment. It can be a challenge when you are still very invested in the relationship and hope to repair it.

## **Build Self-Esteem**

Self-esteem is crucial in a person's life. Defenses often come into play when someone experiences feelings of self-doubt, inadequacy or anxiety. Through defenses, people build up a strong sense of identity and gain the ability to protect themselves from outside stressors influencing their sense of self. Below are some defenses that can be adaptive or maladaptive depending on the context.

## Change Reactions

A defense is when one side sacrifices its position to avoid direct conflict with its opponents. This includes changing their defensive reactions, or tactics, to change their opponent's perceptions.

**Example:** To defend against an extension of Black's Ra2-Qd4 push, White could play Qg3-h5 transposing into a Queen's Gambit Accepted instead of pushing f6 and defending against an invasion on the Queenside with e7-e5 and g8-g7 lines.

## **Be Assertive**

Sometimes when a confrontation is unavoidable, you have to be assertive to set the tone. If you don't speak up for what's right, it can put you in a vulnerable position that others could take advantage of. Think about how your words will affect the relationship with this person and consider whether they may do what they want if you don't say anything. It's important to avoid being passive or aggressive when something doesn't go your way so that others know where they stand with you.

If this sounds like advice for dealing with bullies, it is! To learn more about how to stand up for yourself without coming across as aggressive, check out our blog post on ["What You Need To Know About Bullying"](#).

## **Feed Yourself**

In order to be at full strength, you need to make sure that your body is getting the nutrition it needs. In this league, you have no one else but yourself and your own teammates who will help you take care of things like this.

It sounds trite, almost too simple, because the defense is usually associated with such simple tasks as "stay in front of the guy who has the ball" or "don't let him score." But it's a subtle art. The tiniest pawing jabs at close range can force players away from their goal and a good slide tackle might stop an attack at its very last moment just as much as blocking someone out for most of the game.

But it's also about preparation, anticipation, decision-making, physical and mental conditioning (on both sides), and most importantly, sticking to your game plan while keeping a cool head. These are all things that you probably need to learn how to do without having done them before and they require something extra of players who haven't been playing this way their whole lives.

For me, the biggest thing in my first year in the league was just staying calm. You have to trust your abilities and learn how to make tough decisions, sometimes before the ball is even played.

# Become Autonomous and Take Control

For many people, the hardest part of change is knowing what to do. That's why it's important to take the necessary steps in order to maintain a sense of autonomy and control over one's life. The following list will help you take back your life and start living more freely today:

- Seek external support from friends, family and other sources when needed
- Avoid blaming others for present circumstances or those that have led up to them
- Seek out proactive opportunities to engage with society
- Put some effort into bettering oneself
- Create healthy boundaries with others
- Spend time on things that are personally gratifying (e.g. hobbies, exercise, etc.)
- Engage in activities that help one to be more self-aware
- Experience a wide range of emotions (even the difficult ones)
- Control how one reacts to situations that evoke negative emotions
- Practice mindfulness

# How to Understand if You Are Emotionally Manipulated

If a person is constantly telling you what's wrong with you and making you feel bad about yourself because of it, then that is emotional manipulation. Emotionally manipulating someone can be done through bullying, guilt-tripping, favoritism or fear-mongering.

## How do I know if I am being emotionally manipulated?

- 1.** Evaluate your thoughts
- 2.** Do I feel guilty after being screamed at or called names?
- 3.** Evaluate your emotions
- 4.** Do I feel low, sad, angry, or resentful after someone is mean to me?
- 5.** Evaluate your behavior
- 6.** Am I doing things for other people because I feel guilty or obligated?
- 7.** Evaluate your identity



## **How to Prevent Manipulation**

Some people are manipulative, they will not stop until they get their way. Even if you don't want anything to do with them, they will continue to talk and manipulate. It is important to remain vigilant for those who would try to manipulate you because it is actually easier than you think. If someone makes a big deal about something that doesn't concern you and starts talking about it more than necessary repeatedly, be careful. They may have ulterior motives that don't make sense when looking at things from the outside. If people try to manipulate you, the best thing that you can do is say, "I'm sorry, I disagree with that." if they continue to talk about it and speculate about your motives for not agreeing with them, just tell them that they are trying to manipulate you. When someone manipulates you, don't take the bait.

## **Know Your Rights**

It is important for all to know their basic rights as citizens are defended. These rights include the right to remain silent, right against self-incrimination, the right to be informed of charges made against you and the right not to testify against yourself.

## **Stay Away**

It's not always possible to avoid negative experiences, but there are some things you can do to reduce the damage and avoid a possible assault. The best way to avoid being assaulted is to stay away from unsafe places as much as you can. This includes staying away from sketchy parks and walking in groups at night near dark areas like alleys, parking lots, or by abandoned buildings. If you're ever in doubt about a place's safety, trust your instincts and don't go there alone—get an extra set of eyes with you before going out.

## **Do Not Let the Manipulator Proceed**

The manipulator will only continue to control you if you let him. If the manipulator proceeds to speak, tell them that they have been manipulative and that you are done listening. This will work if the manipulator is just vocalizing their thoughts or speaking with a different intention in mind, but may not work if their speech is patterned for some other purpose.

## **Learn How to Say no**

No matter what people will try to do for you, there is no way that you can possibly be expected to dedicate your entire life to helping them.



# CONCLUSION

Research shows that dark psychology is one of the most effective methods to manipulate people. Psychological manipulation techniques can be used both online or offline. This form of manipulation can make people do what you want them to do, when you want them to do it, even if they don't like doing it. Although some dark psychological strategies are illegal, there are many online courses and books which teach various forms of this practice that help you learn the tricks and language of these tactics.

Psychological manipulation is a process where one person's emotions, thoughts, motivations or behavior are intentionally shaped by another person or a group of people in order to benefit themselves at the expense of the other person. While this word sounds quite sinister and carrying a bad connotation, it is merely an apt description of most manipulative techniques. For example, when the media presents news or images that influence people to think and behave in ways that are beneficial for the media, they do that through psychological manipulation. As a result, these ideas can become so ingrained in people's minds that people don't realize they were manipulated. When you use psychological coercion (or coercive persuasion), the victim's own beliefs, values, and emotions about themselves or their situation are used against them in order to force them to comply with your wishes. These strategies are often combined with logical fallacies that contain a kernel of truth.

When someone is being psychologically manipulated, the emotion of fear is often used. As the saying goes, "fear is the mind killer." Fear can make people think irrationally and say and do things that they would not otherwise do if they

were calm and in control of their situation. It's not easy to manipulate people into committing illegal acts, but if you can find a way to make people afraid for their safety or wellbeing, you can sometimes get them to do unlawful things for you or against others without even realizing what they're doing.

**1. Scarcity principle:** People automatically want what they cannot have. A scarcity principle is a psychological phenomenon, a cognitive bias that causes people to assume that when there is less of something, then the quality or value of that thing must decrease. For example, in a currency exchange in which there is only one bottle of Coke in the vending machine instead of two, it's highly likely that some people will pay more for the Coke than they would if there were two bottles. This phenomenon happens subconsciously and happens even in situations where people aren't thinking about money at all. Scarcity can also be used to manipulate people into taking less than they would otherwise like to get something they want.

**2. Social proof:** People are more likely to copy other people than what seems logical. Social proof is a general tendency of people to emulate the behavior of those they believe are more correct, intelligent or experienced than themselves, and this tendency is most pronounced in social situations when the situation can be regulated. For example, if you ask people to dunk a basketball over and over again until they finally get it right, the chances are that you will find that some of them will eventually succeed even though no one has ever succeeded at dunking the ball before. The same thing happens in business: products with high-quality ratings or favorable reviews will have better sales than similar products that have no ratings or reviews. Social proof can also cause people to engage in unethical practices such



as unsafe behavior without considering whether it is safe for themselves or others.

**3. Authority figures:** People automatically obey authority figures and go with the flow. People tend to agree with the opinions of authority figures, including religious leaders or government officials, even if they disagree with those people on other subjects. In a situation where there is a conflict between two parties, people will often accept the arguments of the authority figure and go along with the flow, regardless of whether they believe in what they are saying. For example, if your boss asks you to do something unethical but illegal, your instinctive reaction would be to do what he or she says regardless of whether it was right or wrong for you to be doing it.

**4. Loss aversion:** People are more concerned about losing things than gaining things. Loss aversion is the tendency for people to want to avoid losing something they have, which they value more than gaining something of equal value. For example, a person would be more likely to choose not to gamble and risk losing \$100 than to gamble and risk losing \$200. Loss aversion has been proven in experiments, where people were asked which snack they would rather have: a free chocolate chip cookie from the cafeteria or a sure bet on getting a cookie if they also had to fill out paperwork.





**BOOK 5**  
**HOW TO INFLUENCE PEOPLE**  
**WITH DARK PSYCHOLOGY**

Find out How Most of your  
Choices are Generated and  
Managed by Covert Manipulation  
and Learn to Defend Yourself  
from Master Manipulators



# **INTRODUCTION**

We live in a world of marketing, advertising, and political propaganda. The way your thoughts are managed and directed is something that the vast majority of people have no awareness about. Find out how most of your choices are generated and managed by covert manipulation, and learn to defend yourself from master manipulators.

# **I WANT TO START WITH A STORY**

The story is about a researcher named John Bargh, a social psychologist, and his friend Adam. On one particular day, he had spent time with Adam before work. They had breakfast together. After that, they went to walk to their workplaces, which were close by.

But before they even left the house, Bargh asked Adam to grab his keys for a quicker entrance. But when they arrived at the door, Bargh took them from Adam's hand and put them in his own pocket. He did this three different times during their walk to work. On one of these occasions, Adam felt insulted and angry. He questioned why he had been singled out for this type of behavior by his friend John Bargh.

Bargh's answer came as a revelation to him. All the things he did with Adam's keys were deliberate and intentional. His actions were a way of controlling Adam's behavior and thoughts. He had no desire to do this, but to condition him into accepting his own behavior as normal.

Bargh himself was unaware of the fact he was being controlled and manipulated by his friend Adam (the other person present at these events). His goal was to demonstrate that a conscious mind cannot control someone else's behavior without his/her permission, an idea called "Reciprocal Determinism".

What Bargh's experiment demonstrated was not only the power of unconscious motivation but also how covert manipulation can be performed on someone else without him/her knowing it.

There may be many people in your life who you think are your friends or even romantic partners, but who secretly

have an agenda that is different than yours. Seeing themselves manipulating you, they do it because of the potential benefits to do so in a short or long term. It doesn't matter if they see this behavior as being for their benefit, the fact remains you don't know about it.

You have no choice in the matter. You can pretend to be angry or insulted about manipulation and still be manipulated at a deeper level. It happens that someone wants to manipulate you into doing what he/she doesn't want to do personally. As we will see, there are different coercive methods used to manipulate others, and that different people don't have the same levels of awareness and ability to resist being manipulated. The ending result is that most people think they are in control of their own choices when in reality all those choices are being controlled by someone else for their benefit.

The idea of manipulation isn't new; it has been a part of human life for thousands of years. But now that the 21st century arrives with its modern technologies and advancements, a new type of manipulation method has emerged on the scene, one that is not only more clandestine and hidden but also more effective than ever before...



# **THE NEW ERA OF MANIPULATION**

Dark Psychology is the study of how highly intelligent and charismatic people might bypass your critical judgment, emotional intelligence, and willpower to make you do what they want. It's a fact that most of us have no idea of the way our thoughts are managed and directed. It's something that the vast majority of people have no awareness about.

By combining persuasion skills, influence techniques, and secret psychological tactics together with modern technology, overt methods (outright lies) can be hidden in covert ways to make a person think they are making an informed decision instead of being manipulated into it.



# Chapter 1

## HOW TO IN FL UE NC E PE OP LE

**Men and women are adept at the art of persuasion by knowing how to influence you.**

Indeed, the best persuaders and manipulators are “people persons” who know how to get on well with others because of their social skills. What this means is that they possess high emotional intelligence, or at the very least, are highly self-aware and good at being cued into the emotional states of others.

As the reader has seen, emotional intelligence also requires empathy and using that to guide one’s actions, so an

emotionally sensitive or aware person is not necessarily emotionally intelligent though he/she can be.

Because persuaders and manipulators are closely attuned to emotional states, they are excellent at reading people. They will pay attention to the impact that their words have on you. If they say something that causes you to have a furrowed brow, they will make a mental note of that, or if they say something that makes you laugh, they will note that too. And because they are highly attuned to the emotional and internal states of others, they are able to make these assessments instantly and even subconsciously. Even the behavior changes that result from their awareness of you may not be entirely conscious.

Therefore, we can define a set of skills that are useful in persuasion. Recall that persuasion is the ability to influence others. In particular, the thoughts and actions of others are those which are generally desired to be influenced.

**Here are some features that a person skilled in influencing others will possess:**

- Emotional awareness
- Excellent memory
- Excellent understanding of human nature and normal human behavior
- Agreeable personality
- Intelligent
- Great attention to detail
- Ability to mask one's own feelings and motivations
- Ability to identify with others and make them identify with you

These sorts of characteristics are important in persuasion because the idea in this tactic is for the persuader to cause the thoughts of the target to align with their own. What this means is that the best persuasion happens when the persuader makes a connection with the target that allows him/her to be more vulnerable to suggestion or influence. It is natural for human beings to identify themselves with others, so if the persuader can establish an area of commonality, they are more likely to be able to influence the other person.

Establishing this rapport or connection can occur in the form of making the other person laugh or smile, helping or being perceived to help the person in some way, being sensitive to the other person's emotional state or concerns, demonstrating this awareness, and presenting an image of agreeableness or benignity. The idea here is that the person to be influenced should see you as someone akin to himself or herself. If they see you as someone divergent, they will be less likely to be influenced by you because they do not perceive you as someone they can or desire to make a connection with.

Once you have established a connection with others, you can now engage in the act of beginning to persuade. This persuasion will involve introducing an idea with the goal of the other person having the same idea. If you are a salesperson, the idea is that the potential customer should get a new roof, so your goal is to convince the person that they should do that. You have conditioned them by establishing an emotional connection through your words and demeanor, which now leaves them open to be more suggestible to you. You appear to have done them a favor by pointing out a problem with their roof and you appear genuinely interested in helping them.

# Chapter 2

## THE HISTORY OF INFLUENCE

**According to the Merriam-Webster dictionary, *influence* means "the power to affect something or someone" and "influence of a person or thing on other persons or things."**

We each have an impact on the people around us. But we also have an impact on society at large. It's in our DNA to want to be heard and push for changes so that our voice is recognized. We want people to listen, to care, and to look up for what they believe in - but how can you get their attention?

The reality is that one person alone cannot bring about social change. It takes more than one person to bring about that change. Don't let others steal the message from you - it's your time, your energy, and your special perspective on the subject of influence that they need to hear. If you let someone else have a turn at influencing people, then what happens? You've been taken away from your message, and they try to promote and spread their influence on someone else.

The art of influence, the art of motivating people and inspiring them to make a change starts with you. It has to start from within you and your life experiences, thoughts, feelings, and beliefs. People try so hard to be like everyone else that they lose their uniqueness, which is what makes them special in the first place. Once you have found your passion for something, share it with others. How do you do this? You have to be creative and share it on a personal level with people so that they also understand it on an emotional

level, not just a mental one. Although we live in a world of technology and word of mouth, it's incredibly important to be creative with how you share your message with others.

The key to making change happens when you find what the other person wants. What do people really want? If you study the world and try to understand what people really want, you will eventually find that there is a desire for quality time spent with their family and loved ones, for financial stability so they can take care of their own needs, for belonging and intimacy so they feel love in their lives. Some say that times have changed, but I say that belief is outdated. While now we have all the technology that we could ever need, what people really want is to feel loved, to see themselves as valuable, and to be seen by the world. We each have a unique story of where we come from and what our past experience has been like. It's important for us to understand this so that we can share our message with others in a way that they can truly connect with and relate to ourselves as well as other people. The desire for trust is just as important in influencing someone else's opinion on a subject because it's about how you perceive others' responses, see their actions, or hear their opinions.

# **Chapter 3**

## **THE 6+1 WEAPONS OF INFLUENCE BY DR. ROBERT CIALDINI**

If we are going to talk about persuasion, then one of the most important topics to discuss is the six principles of persuasion, as outlined by the famous psychologist – Robert Cialdini. He performed his own research in this field and then came up with these principles, and we are going to explore each one of these in detail.



# Reciprocity

The principle of reciprocity is quite simple and followed in various social settings. It is when people feel that they are obliged to return the favor in the form of a service, gift, or behavior. There is always a mutual benefit involved. This need to reciprocate is present in almost every human being. Thus, it plays a major role in the process of socialization. Reciprocity is present in our day-to-day lives in many forms. For example, your neighbor has invited you to dinner at their hours this weekend; you will immediately feel obliged to invite them back sometime later. If a friend has helped you out in a situation, you always tell them, 'I owe you one,' and this is also an example of reciprocity. And, if we are talking about social obligation, it has been noticed that people tend to say yes more easily to people to whom they owe something for a previous favor.

Even when we are talking about relationships, reciprocity plays an essential role. It is responsible for the continuation and development of every relationship. And reciprocity is important when you want to persuade someone to do something for you or understand your beliefs.

A series of researches were held at different restaurants in order to understand the principle of reciprocity. You must have noticed that whenever you visit restaurants, the waiter/waitress brings you a little something in the end along with the bill – it can be mint or a cookie or anything like that. If I ask you whether you are going to tip him/her better for bringing this little gift, you are probably going to say no. But research shows that the principle of reciprocity works in such situations, even without people consciously realizing it. Tips were found to increase by 3% when the restaurants gave mint in the end.

Another interesting fact to note is when the gifts were doubled in amount, the tips not only increased but became

four times the previous amount. But what is even more impressive is when the waiter/waitress provides the small gift, walks away, stops, turns back, and says, 'Here is an extra mint for you nice people,' the percentage of increase in tips goes through the roof and hits 23%.

So, the manner in which the small gift at the end of the meal was given played a pivotal role in the percentage increase of tips. From this, a conclusion was made that the principle of reciprocity is not only about doing something for others but also making it unexpected and personalized as much as possible.

*Generalized Reciprocity* - When an exchange of favor or service is happening among close relationships like friends and families, it is termed as generalized reciprocity. In such a situation, the person doing a favor does not expect anything in return. Instead, the one who is doing the favor has this assumption in his/her mind that the other person would be kind enough to do the same for him/her when the time comes.

## **Altruism is often associated with generalized reciprocity.**

*Balanced Reciprocity* - Contrary to the previous type of reciprocity, people expect the favor to be returned in balanced reciprocity, and there is also a calculation of the exchange value.

In fact, the person doing the favor has an expectation that the favor will be returned to him/her within a particular time period.

The thing that is being exchanged can be a tangible item or a skill, and the exchange, in such a case, would have to be with something of similar value.

*Negative Reciprocity* - This type of reciprocity is when one of the parties involved expects more than the favor already done. In simpler words, they expect to be repaid at a greater amount from the other person. An example should help you understand the concept better - if someone is selling you an item that you really need but is selling you at an exaggerated price, then it is referred to as negative reciprocity.

The concept of reciprocity is very commonly seen in various aspects of marketing. As you know, in order to market products, consumers have to be convinced by the brands that their products are good, and for that, different strategies are used. One such strategy is the usage of special promotions and coupons. But these are very straightforward. You will come across several subtle strategies as well, where the principles of psychology are used. Some other examples of reciprocity being used are -

Sending some valuable information to customers when they provide the brand with their email ID, which is then used by the brand to send marketing promotions in the future.

People staying loyal to a leader or a motivational speaker in exchange for mentorship or personal advice.

Sending freebies to potential customers with the hope that if they like the product, they are going to come back and purchase more. Philip Kunz, who is a sociologist, conducted an experiment to learn more about the principle of reciprocity. In 1974, he sent Christmas cards to 600 random people, along with a family photograph and handwritten message.

**Everyone to whom the cards were sent was a stranger to Philip Kunz. But soon after the people received the cards, they also sent him responses.**

Approximately 200 replies came to Philip. You might be thinking why so many people who did not even know Philip send him replies. Well, it is all because of the principle of reciprocity. Since Philip Kunz had sent them a thoughtful and handwritten note during the holiday season, they felt obliged to write back.



# Chapter 4

## SCARCITY

The principle of scarcity is quite simple to understand. You will see that people usually crave those things even more, which they can have only in lesser amounts. And it has been noticed that people are not even aware of the fact that the principle of scarcity does play a role in their choices. If you open an e-commerce platform, you will notice some products being listed as 'only 1 left' or 'only a few left.' These phrases act as motivators for the buyers and persuade them to buy the product right away. Similarly, phrases like 'offer expires at midnight' follows the same principle of scarcity.

**In the year 2003, British Airways reduced its flights between London to New York. Previously, it was twice daily, and from there, it became once daily.**

They said that they could no longer bear the costs without significant losses and so it was uneconomical for them. But the day after this announcement, their sales took off. This is a classic example of how the principle of scarcity plays a role in our day-to-day lives. There was no special change in the flight itself. It certainly didn't promise any special amenities, nor did it reduce its flight time, and most importantly, there was no drop in the price of the tickets, and yet people flocked to buy them. The only difference is that now, flight tickets became a scarce product making people want them way more than before.

**There are two primary ways in which you can use the principle of scarcity as per the research of Robert Cialdini in 2009 -**

**Short Supply** - The first method of scarcity is by showing that the supply is less. The option in front of the user would

then seem to be limited. For example, if a sale is going on, you can say that the product is limited to ten units only. Or, you can come up with any other reason for the shortage you deem fit. Your ultimate aim is to produce a notion in the minds of the buyer that the availability of the product is limited and scarce.

**Limited Time** - Another way in which you can bring about the illusion of scarcity is by suggesting that the product would be available only for a limited period of time. Every weekend sale that you have ever been to is an example of this type of scarcity.

**Apart from the ways mentioned above, further research into the principle of scarcity suggested two other ways in which this principle can be used to persuade people -**

**High Demand** - When you tell people that something is in high demand, they automatically develop a fear of losing it and, thus, want to act now. So, whenever you say that an option is scarce, you should also mention that it is in high demand. This would double the effect of your strategy. This strategy proves to be really fruitful when the actual supply is something you cannot control.

**Unique Opportunity** - Another way of portraying scarcity is by showcasing a unique opportunity. I know that this is a completely different approach altogether. But trust me, it works. Let me give you a simple example. Have you ever noticed how people jump to the chance of getting their hands on VIP accesses and preferred memberships? Memberships are shown to be unique in order to garner people's attention and persuade them to get these memberships.

I think by now, you have understood what it means to use the principle of scarcity in order to persuade others. If you go and tell people the range of benefits and features they are going to get if they choose a particular service or

product, it is never going to have the same effect as it would if you tell them that their option is now scarce. But remember, while you make your case in front of your potential customer or client, you also need to state the uniqueness of your proposition explicitly, and in case they don't accept it, what do they stand to lose?

The word FoMO that circulates on social media these days translates into 'Fear of Missing Out,' and this is also a concept related to the principle of scarcity. It refers to this feeling of not being able to do certain things that others, especially your peers, are doing, but you are missing out on them.

Remember that feeling when you were not able to attend that cool high school party that every other kid went to? Or that gut-wrenching feeling you get when you find a neighbor is spending their holidays on an exotic island in the Bahamas? That is what FoMO is, along with a little bit of jealousy. When your brain senses scarcity, it results in FoMO.

Are you wondering how you can use the principle of scarcity to your advantage in the workplace? The most common usage of this principle is to motivate and encourage other employees to take different training sessions.

You can tell them how 'this many' employees have already signed up or how this chance won't be coming any soon to them, so they must sign up for this one. When everyone in the office is eager to take the training sessions, it only gets easier for you but also a whole lot more exciting. It will also feel less of a burden and more joyful.

The principle of scarcity is all about 'loss framing' your sentences. This means that instead of saying something like 'You will live a long life if you stop smoking,' you have to frame it with a touch of loss - 'You will die an early death if you keep smoking.' No matter how minor the loss is, its impact on the brain is definitely significant and helps a lot during persuading. It has been noticed that every human



being is more sensitive to the idea of loss than the idea of gain, and you have to use it to your advantage. Loss-framing is something that can be used in every sphere of life. Make them feel that if they don't do something, they are going to lose out.

So, there you have it! All the six principles of persuasion have been explained above with sufficient examples so that you don't get confused between them. Learning these principles by heart is your path to mastering the art of persuasion.



# Chapter 5

## SOCIAL PROOF

It is true that people do care about the actions of others, and sometimes, they do it consciously, whereas, at other times, they do it unconsciously. It is in our nature to go to restaurants that are crowded because we see more people going to it and immediately associate it with being good. We do this even when we know that going to a less crowded restaurant would mean that our food is served faster. You will notice that when YouTubers or bloggers ask you to subscribe to their channel or follow them, they also trumpet their popularity to you. This is also a classic example of social proof. When people see that a particular person has a huge following or subscribing count, they are more likely to subscribe to them than a person who has only 500 followers.

The habit of looking at others increases, even more, when people are not sure about the decision they are making or they are confused. They look to others so that they can determine what to do in that particular situation. Let me give you an example to explain the concept of social proof further. Have you noticed how some hotels put up a small note in their washrooms where they urge the guests to reuse the linens and towels? The most common way of doing this is by stating facts related to environmental protection and how reusing can help. It has been noticed that in doing so, 35% of the guests comply. But social proof can generate better results.

It has already been seen that 75% of the people who book a room at a hotel for at least four nights have a tendency to reuse their linens and towels at some point or the other. And so, if we are to follow the principle of social proof and

include this information in every room saying '75% of our guests reuse their linens and towels', a 26% rise in compliance is noticed.

Similar examples can also be seen in the marketing of companies' products when they claim that millions of their products have already been sold. And even if you feel like you are not going to fall into this trap, it does affect your thinking process even subconsciously. Social proof can be used in a variety of ways as far as marketing concerns- we can include third-party reviews, customer case studies, and so on.

One of the major intrinsic motivations of humans is acceptance, and so instead of following our own path, we choose conformity. The different ways in which social proof works have been explained below:

# **THE MULTIPLE SOURCE EFFECT**

As you can understand from the term, this is when multiple sources conform to the same thing, which ultimately lends more authority and credibility to the product in the customer's mind. One such example is the review section of various websites. The more the number of reviews under a particular product or service, the more a new customer will be inclined towards buying it.

# **SIMILARITY**

Similarity plays a very important role when it comes to social proof. It strengthens the influence effect. If there is something common between the people who are being used as an example and the customer, then the effect increases by many folds. An experiment was performed to show this. You must have noticed the different television footage having laughter tracks, and the experiment was concerning these tracks. It was noticed that the audience seemed to enjoy the clip more when they thought that the audience in the laughter tracks were similar to them and people they could identify with.

# **UNCERTAINTY**

Ambiguity is another factor that helps to strengthen the factor of social proof. A simple example should make this easier to understand. A brand launches a new product, and a customer is buying it for the first time - these customers can be persuaded, and even the brand can provide them with a majority opinion that the product is good. So, an anchoring effect is created on the customers by the power of social proof.

# **ATTRACTION**

Who do you listen to more when you are doubtful - a complete stranger or someone you admire? It is someone you admire. It is also known as the halo effect. It is also what influencing marketing is based on. When glamorous and famous people, whom you admire, endorse something, you automatically feel that it is a good product and associate it with something positive.



# **Chapter 6**

## **LIKING**

We are easily persuaded by those whom we like. The feelings associated with liking someone are not always so prominent. That is why sometimes we like someone consciously, whereas at other times, the feelings are subtle, and we are not aware of their presence. One of the most important factors of this principle of persuasion is that the people concerned should have something in common in order to build liking.

This is the reason why you will often see salespeople trying to cozy up to you by building common ground so that they can use the principle of liking to their benefit. They try to find out things like whether you have passed the same university, whether you have a shared interest in sports, or whether you like the same TV series. Anything can be used to build common ground and, thus, enhance the likability factor.

If we are talking from the business perspective, then it often helps if the company is able to show its customers that there is something common between them and the customer. For example, if the company sells football gear, then the CEO of the company playing football can be quite convincing for the customers. But salespeople already know this, and that is why they try to build rapport with their customers the moment they start talking, and then set the ground for the principle of liking to do its work.

In short, people are more likely to say yes to those they like. Now, you may be wondering what it is that makes people like others. Well, according to Robert Cialdini, there are five

major factors that contribute to the principle of liking, and they are as follows:

## ***SIMILARITY***

The first factor is obviously similarity, as we have discussed earlier in this chapter. When we find that people have something similar to us, we are more prone to liking them and being persuaded by them.

## ***PHYSICAL ATTRACTIVENESS***

It is true that we should not judge a person by his/her looks, but at the same time, physical attractiveness does play a role when it comes to the art of persuasion. When a person is well-groomed and good-looking or even wears good clothes, they automatically give off certain vibes like that of trustworthiness.

## ***COMPLIMENTS***

Whenever someone gives you compliments, you automatically feel positive and happy. That's the power of compliments, and that is also what gives rise to liking.

## ***COOPERATION AND CONTACT***

When we work with others and become close to them, we automatically like them more. They bring us a feeling of positivity.

# ***ASSOCIATION AND CONDITIONING***

Everyone has his/her own preferences in life. We build a soft corner for everything and everyone associated with our list of favorite things. For example, if you love the color red and you see a woman wearing red, you will automatically develop an extra likability towards her.

Understanding all of these factors or principles of persuasion is important for you to develop likability with others and master the art of persuasion.

I want to mention here that having physical attractiveness to general likability does not only mean that you need to have good looks.

You should be reliable, have good humor, be honest, and so on – anything that makes people like you. By physical attractiveness, I am not exactly referring to dressing well and looking attractive. However, I would agree with the fact that your wardrobe choice definitely plays a role.

A very famous study was conducted on some groups of MBA students studying in two of the world's most famous schools. One group was advised that time is money, and thus, they cannot waste time on anything else and get going immediately. In that group, when negotiations were made, only 55% were able to arrive at an agreement.

But, in another group, the approach was changed. They were asked to get to know each other before they started the negotiations. So, the students shared some personal information with each other and eventually found that they have many things in common. When they started the process of negotiation, around 90% of them were in agreement, and successful outcomes were achieved.

Mastering the art of persuasion through the concept of liking is very important in our everyday life. For example, at work, if you are able to make your employees like you, they will be more easily persuaded, and this will make things easier. If there is likability among the employees themselves, then everything happens with more agreement, and the process speeds up.

Moreover, you can ensure that your employees actually love the task they are handling if they can associate it with something on their list of favorites. That is why it is advised to an employer that he/she should always encourage employees to get to know each other well.

If you want to persuade someone, at home or at work, you need to engage in conversation with that person and develop some common ground first before you can move on to the part where you try to persuade them. You can even comment on their achievements and appearances. Such small comments here will remind you that whatever you are saying is not a rehearsed sentence but actually means something for them. So, the idea is to lend a touch of personalization to everything you say.

So, start harnessing the power of liking today, and you are going to see some major changes in your life. Remember that before you get down to business, you need to make a person like you and so compliment whenever you can.





# **Chapter 7**

## **AUTHORITY**

It has been researched in-depth on how the concept of authority affects people's perceptions of what is normal and what is not. There are multiple ways in which authority can be expressed and experienced. Group persuasion is done when celebrities and influencers endorse certain products or services.

Another example of social proof that Robert Cialdini had himself mentioned in his book was that of club owners in the disco era. There used to be long queues outside the major clubs, and the owners allowed those lines to pile up unnecessarily. The presence of so many people outside gave the impression of popularity and good service to other people who flocked to the line as well. So, the line kept growing even though there was ample room inside.

The power of social proof is also evident in the concept of brand ambassadors. You will often see celebrities and experts being brand ambassadors. They post on social media and speak proudly about the brand at certain events. This is what social proof looks like in marketing. For example, there are famous cycling brands that sponsor passionate cyclists and top cyclists globally. And these ambassadors then talk about the brand on their social media and use hashtags specially meant for the brand. Another common trend on social media that relies on social proof is curating content that is user-generated, for example, reposting the pictures from the social media posts of the users. In fact, you will also find brands on Instagram whose feeding consists of posts that are entirely user-generated. Think about the amount of social proof

generated! New customers will be easily flocked towards such a brand.

You will often find people referring to those who are in authority when it comes to making decisions. When an authority figure gives a direction, people may follow it consciously. And if we are talking about the nonconscious level, it has been noticed that people do consider the opinion of an authoritative figure with more importance than others. Most people think that social proof and authority are one and the same, but the difference lies in the fact that authority is more about the power, knowledge, and status of the individual and social proof is more about the numbers. In short, we all follow the advice given to us by experts in a particular field, as knowledgeable, and are thus considered credible sources.

It has been noticed that when the medical diplomas of physiotherapists are kept hanging in their waiting rooms, it is easier for them to persuade their patients to follow through with the programs they are recommending.

Similarly, if the person collecting the parking money wears a uniform, he/she is more likely to get a change from the people.

So, if we are to follow the scientific explanation behind this, it simply means that we should be displaying or showcasing all those things that make us a credible source in order to be taken seriously by others. It makes the task of persuasion much easier. But this is not such a cakewalk as it seems. You cannot simply go about telling people how excellent you are at what you do.

What you can do is that you can arrange other people who will trumpet your qualities for you. And you would be surprised to know that it has been found from research that it doesn't really matter whether the person who is saying all

the good things about you benefits from it themselves or not. They can even be connected to you in some way or the other, but what matters is that they paint a credible picture of you.

Thus, we can say that aesthetics is a very important factor for establishing authority. If you want to be taken as a credible source by others, you need to look like one. People will think that you have a high status when you wear fancy expensive clothes and drive a costly car. But you don't always need such fancy things. The key is to dress up for success and maintain good personal hygiene. People often think that aesthetics is important only for first impressions, but that's not it. It is equally important in the long run. You will be perceived as someone who is well-groomed and put-together if you appear so. There is nothing you can do about it because human brains are trained for that.

**People will start having more faith and confidence in you when you set the aesthetics right.**

In fact, if you think about it, you will realize that as children, we learn everything we know from authority figures in our life – be it our own parents or our teachers at school. We listen to them and consider everything they say as the truth because we think they are wiser than us. We also think that we will get a favorable result if we comply with what they are saying.

When we grow up, we become skeptical, but even then, when it comes to something outside our expertise, we rely on others who master those fields. For example, we go to doctors whenever we feel sick; we take the help of lawyers in legal matters, and so on.

In a study, the number of property appraisals and contracts thereafter saw a whopping rise for a group of agents in the real estate after they made a small change. What was this

change? They trained their reception staff to frame perfect replies to the customers' questions where they would mention the expertise and credentials of their colleagues'. For example, they were asked to say 'Speak to Sarah. She has been selling properties for over 15 years in this area. I am putting you through right now.' So, the customer comes to know about the expertise of the agent and automatically sees her in a position of authority. This change brought an increase in the rate of appointments by 20%, and the number of signed contracts also increased by 15%.

When it comes to credibility, there are two types that you should be aware of.

The first one is that of an expert. Such people have won several awards and have prestigious degrees associated with their names. These things make people refer to them while making a decision. For example, if a book has a blurb written by Stephen Hawking, you are going to pick that book up and trust it. The second type of credibility is that of a celebrity. These are those people who serve as an inspiring figure to others. For example, you will probably buy a book right away if Oprah or Emma Watson have endorsed it.

Think about the advertisements and commercials you see about health supplements. They use celebrities to endorse their products. The celebrities showing the products don't mean that those products will give you good results, but you think about the credibility in your brain. And this factor of credibility is what boosts the sales of the brand.

But if you cannot find someone who will explain your expertise to other people, you can share your experience and knowledge with your prospective clients or audience and show them that you are the best. Your way of speaking plays a great role here. You need to come across as someone who knows what he/she is talking about, and only

then will it be believable. You should also use plenty of statistics because they show social proof and help to strengthen your authority.



# **Chapter 8**

## **COMMITMENT AND CONSISTENCY**

If you think about it carefully, you will notice that people often resort to behaving in a way that is consistent with their behavior in the past. They do this unconsciously. In fact, there have been experiments in this field that have found that people are more inclined to perform bigger favors later if, at some point in the past, they have performed some trivial favors for that person. In simpler terms, people prefer to be consistent, whether it is about something they have done or said in the past or not.

Let me tell you about an experiment that was conducted to study the principle of consistency. The findings were quite surprising. People in a certain neighborhood were asked to put up a billboard in front of their houses, which was part of a 'Safe Drive' campaign. But only a handful of people were willing to do so. But close to that neighborhood, there was another locality where people agreed to put up the billboard in front of their house. But what was the difference? Well, in this second neighborhood, the people had already agreed to put up a small postcard on their windows supporting the same campaign. So, that small postcard serves as the initial commitment in this case, and because they had committed to it, they now felt obliged to remain consistent with their behavior. The result was a 400% increase.

People showed support towards the campaign on a small scale in the beginning. But when the second request was made (which was larger than before), denying would mean going back on their word, so people couldn't refuse. The



people preferred not to lose consistency over accepting the billboard.

Can you see the relationship between how the principle of consistency can be used to persuade people? For example, a health center noticed that an increasing number of people were missing their appointments. Previously, it was the staff members who used to jot down the details of the next appointment for the patient. Now, the health center asked the patients themselves to note down the details on their cards, and guess what? This caused an 18% reduction in missed appointments. The principle of consistency also applies in this case.

You can also say that the principle of consistency shows an adaptive behavior in people. People prefer to follow the same way of doing things. There are a lot of decisions that we have to make as we make our way through this complex world, and the principle of consistency makes people follow the same values while making these decisions.

Think about all those times when you didn't do what you promised or said you would do. You felt bad, didn't you? That is quite natural because human beings tend to remain consistent whenever they have committed to something. All the preexisting actions, values, and attitudes determine how we are going to react next. So, once we have said yes to something, either in writing or verbally, it is highly likely that we follow through with our promise.

Another common thing that has been noticed is that the principle of consistency is likely to become stronger with increasing age. Our values of consistency are strengthened further with age. This is also the reason why stubbornness is a common characteristic of older people.

But can this principle be used in your life to do something productive? Of course it can! And I am going to show you

how.

Suppose you have a very important and big project, and you don't want to make any mistakes with it. Your first task would be to break it down, define your goals, and write everything down.

Once you have broken it down into actionable steps, complete the first step. No matter how small the first step is, completing it would mean that you have embarked on your journey of commitment. And once you have completed that first step, the principle of consistency will start acting, and you will feel obliged to be consistent with your actions and, thus, complete all the steps.

Being consistent does not only apply to our actions, but also to the way we present ourselves. If there is an important task that needs to be done, tell your family or friends. In other words, make it public. You can also mention it to someone in your social network. The idea is that when you have already made it known to other people, there will be an internal urge to remain consistent with what you said. A person is more willing to complete a task when other people are also aware of those pending tasks.

Another thing to keep in mind is that the strength of the principle of consistency increases with the effort you put. So, in order to become more motivated and engaged in the task you are doing, set up a rewarding system for yourself. This will encourage you to invest more of your time in the task.

**The principle of consistency is very popularly used in sales and marketing.**

Remember the billboard experiment we talked about earlier? It is quite similar to that. The power of 'yes' is a

commonly known fact in the world of sales. Whenever a salesperson is pitching to the customer, all they want to hear is a 'yes.' But the chances of getting a 'yes' will increase only when you are able to make the customer agree to smaller things from time to time along the way. As the customer keeps saying 'yes' to those small demands, they will be more inclined to say 'yes' to your next proposal. Start with low-risk things, and then you can move on to larger requests. It is of utmost importance that you start with reasonable things; otherwise, the principle of consistency wouldn't work. When you are just beginning, engaging the customer is difficult, and a smaller request makes the task easier.

## **UNITY (THE COMMUNITY EFFECT)**

This term refers to how many people in a community share common values. People who surrender to and accept these values singly or together (the 6+1) have more power than those who reject them. Unity multiplies influence and creates more persuasion opportunities on its own than any other factor or weapon of influence. For example: suppose you're trying to sell your used car online. You passionately believe in the quality of your car, but you get only one response. If that person does a web search and discovers your car is the most highly rated used vehicle for sale, your chances of selling the car rise dramatically.

Of course, to maximize its potential as a persuasive force in our lives, unity must be based on more than opinions or feelings alone. It also has to provide a common direction and meaningful vision for its followers: where they're going to or what they're trying to achieve together.



# **Chapter 9**

## **HOW TO INFLUENCE PEOPLE TECHNIQUES**

You will find that when it comes to influencing people in your life, the secret is simple: learn and master the techniques and you too can be a professional. Like all aspects of life, there are many skills required in order to win people over or influence them. The following are some tips on how to use these techniques.

- 1)** Use humor: Humor is a great way to make someone feel comfortable around you and also avoid awkward silences as well as uncomfortable questions during an interview process.
- 2)** Ask for permission before doing something: If you want to gain someone's consent, it's always best to ask before proceeding with your idea or plan.
- 3)** Speak in a low voice: Even though you may be more confident when speaking in a loud voice, it's best to speak softly and not directly in front of people.
- 4)** Be consistent with your words and facial expressions: People will pay attention to you more if you portray yourself as the same every time.
- 5)** Find common interests with people around you: If you want to gain favor from people around you, find something they have in common with you.
- 6)** Appear genuine: People will feel more comfortable around someone who seems like they aren't trying so hard; they just seem genuine.

**7)** Keep an upbeat tone: Talking in a more positive tone is another way to make people more comfortable.

**8)** Don't show too much emotion: If you show too much emotion when trying to influence someone, it may be seen as inappropriate or unmanageable.

**9)** Speak about the future: When talking to someone, it is best to speak about the future rather than the past.

**10)** Make sure your words are understood: You may feel confident in your communication skills, but if what you have said is misunderstood by another person, this will only lead to confusion and trouble.

**11)** Show your concern: Showing that you are also concerned about the person you are talking to or interviewing will get you a long way with helping someone feel comfortable around you.

**12)** The tone of voice: When doing anything in life, it is important to be able to use the correct tone of voice to express yourself in the most effective way possible.

**13)** Ask questions: Asking questions is a great way to give yourself time to think and also for the other person to open up.

**14)** Listen more than you talk: Listening more than talking shows respect for the other person and will help them feel comfortable as well as allow them time to speak.

**15)** Speak slowly: When speaking, the best practice is to speak more slowly.

**16)** Ask about their interests: If you want to gain favor from people around you, find something they have a passion for.

**17)** Speak in a comfortable tone: If you're doing an interview and want to gain favor from the candidate, the

best practice is always to speak in a more relaxed, less formal tone of voice.

**18)** Use eye contact: When talking to someone, it is always best practice to make eye contact with them.

**19)** Speak with confidence: When talking to someone, it is best practice to speak with confidence in order for them to feel comfortable around you as well as opening them up more so they will be more willing to be open to what you have to say.

**20)** Ask a lot of questions: When interviewing someone, it's best practice to ask lots and lots of questions.





# **Chapter 10**

## **PERSUASIVE PSYCHOLOGY AND INFLUENCE**

Consider for a moment the most influential person you personally know. They may be someone that you regularly interact with—a teacher, a boss, or a friend. What makes them so influential? The answer may not be that they are smart, funny, or handsome—but instead, they are emotionally intelligent.

Emotionally intelligent individuals tend to be far more likely to convince other people to do what they want or need simply because they know how to present themselves. They know how best to interact with others and are able to sense the best way to proceed. Interestingly enough, many of the actions that the emotionally intelligent individual uses to try to persuade others to align almost perfectly with the principles of persuasion and rhetoric. They know how to utilize those particular techniques almost instinctively, and the end result is someone who is incredibly skilled at persuasion.

This also happens to lead these emotionally intelligent individuals to be the ones that others go to for guidance as well. If you knew that your friend always seemed to make the right decision, after all, you would likely go to them any time that you felt like you were at a crossroads and were unsure of what to do next. This is simply because you trust that friend's judgment and know that they would not lead you astray.

Effectively, then, your ability to be persuasive with other people will naturally increase simply by learning to be emotionally intelligent. That is perhaps the best way to naturally increase your persuasiveness without having to consciously think about how to persuade others. However, when you have to think about it, the best way to know how to persuade someone is to figure out the best approach.

Are you looking to lead someone to a decision that requires you to be authoritative? This would be if you were attempting to sell someone on something. Are you looking to get a friend to do a favor for you? You may want to use an emotional appeal to make them feel like they need to help someone they care about. Do you want to make a whole crowd choose an action that you are attempting to push? If so, you may want to use loaded words and stories in an attempt to get them all motivated the same. Do you need a single person to do you a favor? Start by asking if you can help them.

As you can see, there are several different techniques that must be used at any given moment to help make your message more persuasive. However, you must be able to figure out the best way to convince other people. You can simplify the act of figuring out how best to convince someone to do something into a few steps. First, you will start by identifying the target for your persuasion. Then, you must figure out the nature of the persuasion you will be using—are you persuading someone as an authority that should be listened to or as someone deserving of help? Next, you must figure out how best to get whatever you are hoping to get, and lastly, you must use the methods and techniques you have decided upon.

# CREATE AN APPEAL TO NEED

What drives you to act in your life to survive? We are not talking about things that you enjoy right now, but rather, what compels you more than anything else? The answer to this is a need—your needs keep you motivated to act toward fulfilling them. You will always be motivated to find food when you are hungry, for example, or to find shelter when you are too cold. This is because you have basic human needs to meet that keep you alive. Your needs can vary from physical needs to keep yourself alive all the way to how to feel fulfilled, and ultimately, these motivators are incredibly compelling.

Before delving into creating and appealing to needs, let's stop and go over the basic hierarchy of needs. Take a look at the pyramid above: You can see that you have the most important needs at the base. These are the needs for food, water, air, shelter, warmth, and reproduction. These are the bare minimum needs to stay alive and to reproduce, as is the biological imperative. In general, you must meet the bottom three tiers of needs before you can begin to work on yourself.

**Each of these categories manages different sorts of needs for you, and ultimately, people are always striving to do better and move from one to the next. These categories encompass needs such as:**

**Physiological needs:** The need to survive and be healthy physically—food, water, air, shelter, reproduction, warmth, etc.

**Safety needs:** The need to feel safe and secure, such as the need for steady access to resources and health.

**Love and belonging needs:** The need to feel like you belong with others—this is friendship, intimacy, and a sense of connection with others.

**Esteem needs:** This is a need for respect and recognition.

**Self-actualization needs:** This is a need to be the best person that you can be.

**Ultimately, people are always striving for the top—self-actualization.**

However, you cannot work toward self-actualization if you are hungry or unsafe. You need to secure the bottommost needs before you can work at the top.

When you want to create a need that you can use, you may find that identifying a previously existing need sometimes can be easier. However, you can also create a sense of urgency to meet one of these needs. For example, imagine that you are selling a car. In reality, you're working to convince someone to buy a very specific car, even though you know they're not particularly interested in it. One way to create an appeal to a need is to mention that the car that the people are interested in does not have the best ratings in terms of safety. You point out that the car has been known to underperform in accidents and that the one you are pushing for tends to be safer simply because it is bigger and sturdier or it has better safety ratings.

By appealing to that need for safety, you are more likely to get them to agree to buy that particular car. If they are not concerned about safety, you can appeal to a need to belong—you can point out that other people also tend to prefer that one car you would like to sell over the one they are interested in and provide the evidence to support that claim.

## **LOADED WORDS**

Another commonly used method to persuade other people is through using loaded language. This is the act of using words or language that has very specific connotations in hopes of changing the way that the other person perceives what is being talked about. Effectively, you are using words that typically attract attention or are seen as particularly beneficial bonuses.

Imagine that you are trying to sell a new baby food brand. You have worked hard to develop the image for the food, but you realize that people do not usually buy food that they know nothing about—they tend to go with trusted brands that they know and can trust will be safe or deliver what they wanted. You may be stuck trying to figure out how best to break into the scene to actually get on the market and convince people to buy.

One such method of convincing others is through using loaded words and images. You will want to make sure that you are constantly utilizing words or images perceived as strongly positive. For example, think about what it is that parents want for their newborn children. You may acknowledge that most parents want to ensure that their children are happy and healthy and that they are not exposed to chemicals or other additives that may make them sick or cause a reaction. After all, babies are believed to be incredibly fragile, and because of that, parents tend to go all-out in making sure that their children only have the best.

You may, then, decide that you will be appealing to that desire for all-natural products. You take your advertising campaign to emphasize that you use natural, organic, non-GMO food products with the bare minimum ingredients

necessary. You push that your food is healthy and simple, encouraging parents to be more inclined to buy simply because they know that they can read all of the ingredients on the label.

So when you want to use loaded language, you are appealing to emotion. You are making someone feel like they are making the right choice in deciding to go with whatever you are requesting that they use. This means that you are better able to get people to see things your way and better able to persuade simply because you know how to activate emotions. You will always choose the loaded language that will activate the feelings you need present to play upon.

# ANCHORING BIASES

**An anchoring bias is a cognitive bias that ends up being incredibly influential.**

Effectively, you want to make something seem like a good idea or plan simply by making it seem reasonable in comparison to the anchor point.

When you do this, you are generally setting an anchor point that you use as a reference point for whatever you are trying to persuade someone else to do.

This is best understood when looking at the negotiation of pay. You may be asking for a raise during your next review at work. Perhaps you want a 10% raise because of the productivity you have put in, and the rate at which you are able to retain valuable clients. You figure out exactly why and how you want to argue for this particular number, but all that is left is the delivery of the argument. You need to present your information in a way that makes it seem realistic or reasonable.

In a negotiation, it is common knowledge that you rarely ever take the first offer—you are usually able to counter-offer and then meet somewhere in the middle. This means that if you ask for that flat 10% raise right off the bat, your chances of actually getting it are slim. However, if you are able to make an anchor point that makes that 10% raise seem reasonable, you may truly stand a chance.

The best way to do this is to always ask for more. You may go in and ask for a 15 or 20% raise instead, knowing that the number will be cut down. When you ask your boss for that raise, you will likely be shot down immediately, followed by a counteroffer of 5-10% simply because your original asking price was very high. This means that the



other party is going to feel more inclined to give what you initially wanted since it is still significantly less than you originally asked for.

In the end, you get your 10% raise, all by asking for far more than you were actually interested in. By shooting high right away, you make anything that comes afterward seem reasonable.

You see this during sales pricing as well. Several different stores have pricing strategies that involve marking up prices only to discount them back to market value. This means that you see that you are getting a 20-30%

**Discount, but only because the prices were inflated 20-30% in the first place**

At the end of the day, you are paying market value, but you feel better about it because the anchor point of full-price seemed like far more.

# **Chapter 11**

## **FIRST ASK WHAT YOU CAN DO FOR THE OTHER PERSON**

### **INFLUENCE OTHERS BY MAKING THEM FEEL COMFORTABLE**

It's difficult to influence others when they don't feel comfortable with you. You need to create a situation where they can be themselves and be open to hearing what you have to say. That might sound like an obvious statement, but it can be difficult to accomplish in practice.

Many people are comfortable around people who share their gender or ethnicity or who are the same age or have similar interests. They might also feel more at ease if the situation has an informal atmosphere with no designated leader or experts in control of the discussion.

One technique is called "active listening," which involves paying close attention and paraphrasing what someone else says (rather than making assumptions). As a result, you'll come across as more respectful of the person's views and feelings. The other person will then be more open to your ideas.

# INFLUENCE FRIENDS

There are many ways to influence friends, and many of them you won't even have realized.

The first way is by giving your opinion on different topics. If you see a friend post an opinion or question on social media, you can respond with a comment or post your own thoughts on the topic. You can also inquire about what they're thinking about in terms of hobbies or life, in general, to really get to know them better.

One way to influence someone's emotions is by taking the time out of your day to write him/her an encouraging email, text message or a handwritten letter informing that they are doing their best and that you're rooting for them every step of the way. Writing things like this can be incredibly influential, and it also takes much less time than you'd think.

Another way to influence someone is to give them a little compliment about their outfit or just something they did well. This will go a long way in showing them that you value them as a friend.

If you see that your friend is going through some tough times in life, you can remind him/her that everything will work itself out and that they have someone to lean on if they need it. This could make all the difference in the world for somebody feeling lost and alone without really knowing it.

# **MIND CONTROL**

Mind control is an experimental technique that usually involves the use of advanced technology to control the minds of others. This could include hypnosis, electroconvulsive therapy, or drugs in order to induce a state of dissociation from reality and give the user ultimate sway over their targets. Mind control can also be achieved through external means, such as fake books or even shiny objects. In the past, mind control was not a term that was used openly, but now it is considered a very real phenomenon that may have been used by governments across the world over several decades.

One of the first well-documented cases of mind control concerns the book "Hypnotism", written by Dr. Albert Moll in 1889. Moll's book clearly outlined the power of hypnosis to manipulate people's minds and bodies. He goes into detail, explaining how he performed hypnosis on his patients and how they would do even his most secret bidding without even realizing it. Basically, he concludes that it is easy for anyone to take advantage of hypnotism to exert their influence on others' actions and make them believe something that isn't true and is actually real.

# INFLUENCE AND ITS IMPORTANCE

The word "influence" is derived from the Latin word *influentia*, which means "flow." In social psychology, it refers to a person's ability to generate change in the thoughts, feelings, or behaviors of others.

Influence is an important concept in our society because it is not only pervasive but also largely unregulated; manipulation and deception tend to go unchecked. *Influentials* have the power to control social opinions and dictate popular agendas. The more influence you have, the more responsibility you should take with your words, for they can affect other people on a large scale if careless use of that power. With good influence comes great responsibility.

Influence is a powerful tool. It can help us get what we want, but it can also get us into trouble.

There are different types of influence. Some of the different types are informational, compliance, internalization, identification, and interpersonal. Each of these strains of influence has its own characteristics and strategies for being used effectively.

Aristotle wrote that "*ethos* is character". In social psychology terms, this means the person's legitimacy or credentials in a specific social situation. An *ethos* is a powerful form of influence because people will tend to follow you if they believe that you are an authority in the given situation. Having good credit is important for achieving influence in any social situation. If you lack credibility, you're unlikely to get others to listen to what you have to say or grant weight to your arguments.

# THE POWER OF INFLUENCE

- **What is influence?**
- **What is the difference between influence and authority?**
- **Can someone who is not influential have power?**

People in positions of influence (e.g., a CEO) have power over people in their organizations. They can make or change important decisions for that organization. People with authority in an organizational setting (e.g., professors) also have the ability to make decisions for the organization's structure and operations or to make changes on policies, goals, and plans.

These people in the positions of influence have power, also. But only those in positions of authority have the ability to make crucial decisions for the organization or to change major aspects of that organization's structure and operations.

**"The power that you do not use is lost." - John C. Maxwell**

Without clear leadership, there will be confusion and general chaos within an organization. Leadership is considered "the process by which a group or person influences other members for a common purpose". Leaders have the ability to inspire others with their vision, examples, and goals. If they are not able to fulfill their role efficiently, they give opportunity for others within their group or team to do so. This reinforces and encourages the members of the group to remain focused and achieve their goals. Thus, leadership is crucial within any organization or team for the success of that organization or team.

## **Ability to influence others through action, speech, or thoughts.**

On the one hand, you can have someone who's a great leader with lots of responsibility, and on the other hand, you have someone who's a great communicator with loyal personality traits, but without either of those qualities, they won't be able to gain much influence over people in their group environment.

The word "influence" is often used in workplace settings. People in a position of influence can be defined as people that are able to positively impact people around them. This means that they have the ability to increase productivity, morale, commitment, and financial performance. With this definition, it's clear that having influence is a powerful thing for an employee. However, there is the opportunity that comes along with this power, which could create unwanted limitations on the person if he or she doesn't use it well. Being effective in your position and being able to effectively influence others will not only benefit yourself but also benefit the company you work for.

When working in groups, people who are in a position of influence are able to have more control over what happens in their group. They can also take control over how the team is performing and be viewed as possessing or lacking certain characteristics and thus be seen as having greater social power.





# **Chapter 12**

## **COMMON TECHNIQUES OF MIND CONTROL**

Mind control involves using influence and persuasion to change the behaviors and beliefs of someone. That someone might be the person themselves, or it might be someone else. Mind control has also been referred to as brainwashing, thought reform, coercive persuasion, mental control, and manipulation, just to name a few. Some people feel that everything is done by manipulation. But if that is true to be believed, then important points about manipulation will be lost. Influence is much better thought of as a mental continuum with two extremes. One side has respectful and ethical influences and works to improve the individual while showing respect for him/her and his/her basic human rights. The other side contains dark and destructive influences that work to remove human rights from a person, such as independence, rational thought, and sometimes their real identity.

When thinking of mind control, it is better to see if it uses the influence on other people to disrupt something in them, as their way of thinking or living. The influence works based on what makes people human, such as their behaviors, beliefs, and values. It can disrupt the very way they choose personal preferences or make critical decisions. Mind control is nothing more than using words and ideas to convince someone to say or do something they might never have thought of saying or doing on their own.

There are scientifically proven methods that can be used to influence other people. Mind control has nothing to do with fakery, ancient arts, or even magical powers. Real mind

control is the basis of a word that many people hate to hear. That word is marketing. Many people hate to hear that word because of the negative connotations associated with it. When people hear “marketing,” they automatically assume that it refers to those ideas taught in business school. But the basis of marketing is not about deciding which part of the market to target or deciding which customers will probably buy this product. The basis of marketing is one very simple word. That word is:

**“YES.”**

If a salesperson asks a regular customer to write a brief endorsement of the product they buy, they will hopefully say yes. If someone asks his/her significant others to take some business cards to pass out at work, they will hopefully say yes. If you write any blog and ask another blogger to provide a link to yours on his/her blog, they will hopefully say yes. When enough people say yes, the business or blog will begin to grow. With even more yesses, it will continue to grow and thrive. This is the very simple basis of marketing. Marketing is nothing more than using mind control to get other people to buy something or do something beneficial. And the techniques can easily be learned.

The first technique in mind control is to tell people what you want them to want. Never tell people to think it over or take some time. That is a definite mind control killer. People already have too much going on in their minds.

When they are told to think something over, they will not. It will be forgotten, and then it will never happen. This has nothing to do with being stupid or lazy and everything to do with just being way too busy.

So the best strategy is to take the offensive and think for them. Everything must be explained in the beginning. Never assume that the other blogger will automatically understand

the benefits of adding a link will be for him/her. Do not expect anyone to give a demonstration blindly. And merely asking for a testimonial, while it might garner an appositive response, will probably not garner a well-formed testimonial to the product. Instead, be prepared to explain the blog, show examples, and offer compelling reasons why this merger will benefit both parties. Have the demonstration laid out in great detail with notes on what to say when and visuals to go along with the letters, so all the other person has to do is present the information. Offer the customer a few testimonials that have already been received and ask him/her to choose one and personalize it a bit. Always be specific in explaining what is desired. Explain why it is desired. Show how this will work. Tell the person how to do it and why they should do it. If done correctly, it will feel exactly like one friend advising another friend on the best path to take. And the answer will be yes, simply because saying yes makes so much sense.

Think of the avalanche. Think of climbing all the way to the top of the highest mountain ever. Now, at the top, think of searching for the biggest, heaviest boulder on the mountain. Now, picture summoning up superhuman strength to push this boulder, dislodging it from the place it has rested for years and years. Once this boulder is loosened, it rolls easily over the edge of the cliff, crashing into thousands of other boulders on its way down the mountain, taking half of the mountain with it in a beautiful cascade of rocks and dirt. Imagine sitting there, smiling cheerfully at the avalanche that was just created.

Marketing and mind control are very like creating an avalanche. Getting the first person to answer yes might be difficult. But each subsequent yes will be easier. Always start at the top, never the bottom. Starting at the top is more complicated. It is more likely to come with more

negative responses than positive responses at the beginning. But starting at the top also yields a much greater reward when the avalanche does begin. And the results will be far greater than beginning at the bottom of the mountain. Yes, the small rock is easier to push over. Then it can be built upon by pushing over another small rock, then another. This way can work, but it will take much longer than being successful at the top. No one ever went fishing for the smallest fish in the pond or auditioned for the secondary role just to be safe. Everyone wants that top prize. Do not be afraid to go for it.

On the other hand, never ask for the whole boulder the first time. Ask for part of it. This may seem directly contradictory, but it is not. Always start with a small piece. Make the beginning easier for everyone to see. Let other people use their insight to see the result. When the first bit goes well, then gradually ask for more and more and more.

Think of writing a guest spot for someone else who has his/her own blog. By sending in the entire manuscript first, there is a greater risk of rejection.

**Begin small. Send them a paragraph or two discussing the idea with them.**

Then outline the idea and send that in an email. Then write the complete draft you would like people to use and send it along. When asking a customer for a testimonial, start by asking for a few lines in an email. Then ask the customer to expand those few lines into a testimonial covering at least half a typed page. The customer will soon be ready for an hour-long webcast extolling the product's virtues and your great customer service skills.

Everything must have a deadline. The important word here is 'real.' Everyone has heard the salesperson who said to decide right away because the deal might not be available

later or another customer was coming in, and he/she might get it. That is a total fabrication, and everyone knows it to be true. There are no impending other customers, and the deal is not going to disappear. There is no real sense of urgency involved. But everyone does it. There are too many situations where people are given a fake deadline by someone who thinks it will instill a great sense of urgency for completing the task. It is not only totally not effective but completely unneeded. It is a simple matter to create true urgency. Only leave free things available for a finite amount of time. When asking customers for testimonials, be certain to mention the last possible day for it to be received to be able to be used. Some people will be unable to assist, but having people unable to participate is better than never beginning.

Always give before you receive it. And do not ever think that giving is fifty-fifty. Always give much more than it is expected in return. Before asking for a testimonial from a satisfied customer, be sure to make numerous acts of exceptional customer service. Before asking a blog writer for a link, link his to yours many times. This is not about helping someone out so that he/she will help you. This is all about being so totally generous that the person being asked for the favor cannot possibly say no. It might mean extra work, but that is how to influence other people.

Always stand up for something much bigger than average. Do not just write another blog on how to do something. Use a critical issue to take a stand and defend the stance with unbeatable logic and genuine passion. Do not just write a how-to manual. Choose a particular idea and sell it to people, using examples of others with the same idea, living the philosophy.

Never feel shame. This does not mean being extremely extroverted to the point of silliness or having a total lack of

conscience in business dealings. In mind control, shamelessness refers to a complete belief that this course of action is the best possible course. Everyone will benefit greatly from it.

This is about writing the best possible blog ever and believing that everyone needs to read it to improve their lives. It is about believing in a particular product so deeply that the feeling is that everyone will benefit from using it.

Knowing deep inside that this belief is the correct belief ever and everyone should believe it.

Mind control uses the idea that someone's decisions and emotions can be controlled using psychological means. It uses negotiation or mental influence powers to ensure the outcome of the interaction is more favorable to one person over the other. This is what marketing is: convincing someone to do something particular or buy something in particular. Being able to control someone else's mind merely means understanding the power of human emotion and playing upon those emotions. It is easier to have a mental impact on people if there is a basic understanding of human emotions. Angry people will back down when the subject of their anger is not afraid. Angry people feed upon the fear of others.



# Chapter 13

## VERBAL VS NONVERBAL COMMUNICATION

**Communication comes in two different categories, verbal and non-verbal.**

Understanding both of them can help you understand people better, as a whole. We need to look at them separately and discuss the details to promote a solid base of knowledge around communication. Let's start with verbal communication.

Not only do good communication skills make it easier for you to understand other people it also makes it easier for them to understand you. While some people are very effective communicators others truly need to work on it.

Taking a look in the mirror and participating in some communication activities can help you understand how well you are communicating with the people around you. You may be surprised to find that you have some work to do.

As it sounds, verbal communication is communication with words. This piece seems obvious, however, did you know that there are four different types of verbal communication? Most people don't look at it this closely, however, it can help us understand what people are really trying to say to us. Each type of verbal communication can give us insight into ourselves, as well as, others.

The first type is intrapersonal communication. This is the conversations we have with ourselves internally. While we figure out a difficult problem or are working out our grocery list, we all spend time in our own heads talking.

Intrapersonal communication is very different between people. Some of us are very good at building ourselves up



while others tear themselves apart with their thoughts.

It is not uncommon for criminals and those that fall into the Dark Triad to have terrible intrapersonal communication skills. They may literally feel as if they have a tiny devil inside their brain that always wins over the even smaller angel. Intrapersonal communication should not be confused with schizophrenia, that condition is quite different.

The next type of verbal communication is interpersonal communication. This is the conversation that you have with just one other person. Sometimes, people handle one on one conversations very well because it is more personal. In addition to being more personal, it also tends to leave you a bit more vulnerable. This is because the sole focus of the conversation is between the two of you.

If someone is trying to manipulate you, it is likely they are going to try and get you off on your own. Working against someone one-on-one is always going to be easier than trying to persuade or manipulate a crowd. On your own, you need to keep your defenses up. People that are trying to manipulate you will spend the time to look at your verbal and nonverbal communication skills. This helps them to pinpoint what they need to do to get you to bend to their will.

Then there is small-group verbal communication. Obviously, there will be more than two people involved here, however, a small group for verbal communication is not exactly defined. It is a number of people that can all be actively involved in the conversation. Think of things like team meetings at work or press conferences. Everyone is taking their turn to give their opinions and thoughts.

Small group communication is where most people thrive. It's not nearly as intense as a one-on-one conversation and it is not as intimidating as speaking in front of a large crowd. You will still need to pay attention to your verbal and nonverbal skills when dealing with a small group to make sure that you

are promoting clear and concise understanding of what it is that you are saying.

**Manipulators that are very charismatic thrive in this type of conversation.**

They are good at getting the attention of the group. In turn, they are good at getting that group to see things from their point of view. It is more of a game to them than anything else. Gaining control is all they are looking for and some do it very successfully.

The last type of verbal communication is public communication. When dealing with public communication there is, typically, only one speaker. They will be addressing a larger crowd. Election speeches are a very good example of this. You need to remember that many people will conduct themselves differently in public than they do in private. Looking for drastic changes can clue you in to the darker tendencies of verbal communication.

Conquering the art of good communication is hard. There are a variety of factors that equal good communication and the words you pick are only part of it. Most people need to work on their communication skills but be aware that those that are scheming against you will focus on it.

**The way a criminal communicates verbally can make or break their plans.**

Being careful with what they say they are able to more easily persuade and manipulate those that are around them. When you have improved communication skills it can make it easier to pick up on the trick's others are using around you.

So, what does it take to communicate effectively in a verbal manor? You need to be friendly and kind in the things that you say. In addition, thinking before you speak plays a major role. Those that prattle on without thinking tend to be looked down on and people tend to stop listening as they

simply never stop talking. If you have this bad habit you will find that people look at their cell phones more while you are talking, talk with others around them, or simply go into a trance state until you stop talking.

Your word choice also is a component that needs to be considered. Thinking about the crowd that is in front of you or the person that you are speaking with individually can help you communicate with them effectively. Knowing what their common languages and the words they typically use can give you clues as to how you need to handle them. When you take these types of things into consideration people are more apt to open up to you and tell you what is really going on. It gives you some common ground with them and makes you more relatable.

Effective verbal communication also takes confidence. When you are solid in the things you are saying it shows. Be well prepared with your thoughts and people will be able to understand you. Giving others time to speak their piece is also very important in verbal communication. When someone feels like you don't give them time to talk they start to tune you out. It's very rude when there is only one person talking and other people have things to say.

Obviously, if you are giving a speech the people that are there are not going to be doing much talking. So, you will need to take your surroundings in the consideration to figure out how much you should actually be saying and how much you should be listening.

Sometimes, it is very hard to say exactly what you mean. Being concise in what you are saying is important. If there is a lot of fluff in your thoughts it can be confusing to the person listening. This could lead to questions that do not relate to what you are talking about at all. In addition, telling a story in a streamed line is important. If you jump from one point to another it causes a lot of confusion and a lack of Interest. Here again, spending the time to think

## **About what you want to say before you say it will be advantageous.**

Verbal communication can be really difficult for some people. They may not be comfortable speaking in public or exactly the opposite and become increasingly awkward when put into a one on one situation. There are different strategies that can help you become better at verbal communication, regardless of what type makes you uncomfortable.

There are a variety of different activities that you can try to make yourself a better and more comfortable verbal communicator. With a few minutes a day you can find the tact and confidence to say what you really mean. This can be a major benefit in life and lead to less misunderstandings and drama.

You can get yourself a word of the day calendar, thesaurus, or use an app for a similar type of thing. By broadening your vocabulary, you will have the words you need regardless of the crowd you are in. Be mindful of things like common language. If you want people to listen, they need to be able to understand what you are saying. So, using the words that the people around you use will ensure they are on the same page as you.

Expressing our wants and needs can be difficult especially for kids and teenagers. This is partially due to all of the electronic devices we are stuck in nowadays. Sending a message makes it easy to feel confident and say what you mean but when that same thing needs to be said out loud it can be difficult.

Parents can help their children with communication by making time without electronics. In addition, encouraging talking without distraction and taking a genuine interest in what they are saying and feeling without overreacting can promote better verbal communication.

Also, making sure that you communicate your feelings, needs, wants, and Thoughts with your kids will encourage them to do the same with you. This goes to more people than just your children. Being open and honest with those that are around you will help them be open and honest with you. Of course, you want to be careful and not put too much trust in people. Keeping some things to yourself is advantageous and ensuring that you aren't taken advantage of.

We all know that practice makes perfect. If you are trying to become more comfortable with public speaking, you need to practice. You can start by

going through your speech out loud but by yourself. Then when you feel confident with what you have get a group of trusted friends and family members together. Present your speech to them. You can gain constructive criticism from those that care about you and it can truly help to calm the nerves. You can practice this way many times to build your level of confidence.

**As you become more confident it will be easier to address larger crowds.**

Working on things like your pitch, tone, and pace can also make you a more confident speaker. When you truly believe the words, you are saying and can say them with conviction you will be more confident. Practicing will certainly help here. Confidence is not only seen in these aspects. It also goes with your nonverbal communication. We will look at how to build confidence and self-esteem with nonverbal communication As you move through this chapter.

These are only a couple of the many verbal communication skill improving activities that are out there. If you truly want to learn to communicate better there are a ton of sources out there to help you. With a bit of work and dedication you will be much more prepared to vocalize your wants, needs, and ideas. This can give you some advantages throughout

your life that a lack of communication skills could hinder. Including things like promotions at work or getting hired for certain jobs. Heading to a job interview well-prepared and well-articulated is definitely going to help you land it. If you are lacking in communication skills, you can basically say goodbye to that wonderful job you're working for.

# **The Importance of Communication**

Communication is an integral part of our lives. It encompasses the exchange of information and ideas that are transmitted between people, entities, or institutions by means of speech, signs, writing, or a combination thereof.

We use communication not only to convey information about us and how we perceive the world around us to others but also to share feelings with them and establish relationships among ourselves as well as among our circle of social interactions. Whether it is making a phone call home, sending an email for your office mate, or a letter for your friend on their birthday - talking helps us connect with those we love and those who love us back. In some instances, communication helps people solve conflicts and work together towards common goals.

Communication can be divided into two types: verbal and non-verbal. Verbal communication is the most familiar to us all and includes the formation of words and sentences that convey information and ideas as well as the exchange of words between people. The other type of communication is referred to as non-verbal communication or non-verbal signaling, which includes body language, facial expressions, and gestures.

# Verbal Communication

Verbal communication seems quite obvious when spoken out loud. Verbal communication obviously does consist of any form of speech or language that is used to relay ideas or thoughts to another. Verbal communication includes much more than simply speaking to a person. The way that we string together ideas and thoughts with word shows a lot about their personality in the words that we choose in the cadence that we choose to put them together

There are multiple ways that we can express ourselves through verbal communication. The first and most obvious way that we can express ourselves through verbal communication is through speaking to those around us. By stringing together words and sentences, we create cohesive thoughts and ideas that express our feelings to those around us.

In addition to being able to accurately and positively express our emotions and feelings to those around us, the act of speaking is also quite easy to use to persuade or to alter our true meaning. It is much easier to lie to a person verbally than it is to lie to a person with our body language. Because of this, we often find people who lie very easily vocally to a person but whose body language cues do not match their words.

The second form of verbal communication, writing, may come as a surprise to some people reading this text. The act of writing, while not technically verbal, still comprises verbal communication because it uses common vocally spoken language simply in written form. The difficulty in this is that a person reading a text has a much harder time guessing and understanding the cadence of the person who wrote the text. Because of this, written ideas and emotions can be misconstrued because people cannot quite tell the intonation of the author of the text through the words.



Another form of verbal communication is an underlying feeling within our words known as denotation or connotation. The connotation is considered as the feelings or emotions associated with the meanings of certain words or phrases. This is not to be confused with its antonym, denotation, which is the literal or primary meaning of a word, opposite to the emotions or series that the word suggests. In order to convey these important forms of verbal communication, a person has to use our next form of verbal communication.

The following form of verbal communication that we will be discussing is tone and volume. An individual's tone, when talking to another person, can express a lot about that person's inner thoughts or feelings. The tone is a very difficult form of communication to pin down and explain to people. For some individuals, the tone is very easy to control and change in their language—

while for others, it can be very difficult. You cannot describe the tone based on the inflection that an individual puts on to certain words at certain times.

The tone is very interesting because every person is able to understand the meaning behind other people's tones almost in perfect connection with one another, but it is very difficult to explain to others. In connection to this, a person's volume also holds a great deal of significance in their verbal communication. Ever since childhood, we have all learned about the difference between an inside voice and an outside voice. Do volume levels show a lot about our emotions? We can read a lot about how someone feels in a certain situation based on their volume at that time.

What people say is an immediate way to gain insight into a person's nature. If when they are speaking about others expressing positively about partners, friends, and colleagues using terms like "genuine" and "nice" or referring

to them as "kind", "polite" and "well-mannered" then they are as well. The

opposite is true, if you are talking with someone and they refer to other people as having negative traits such as "backstabbing", "manipulative" and

"nasty" then the same may be true about them as well. Bear in mind that if this person speaks about others behind their back then it is certain that they will gossip about you to others. You do not want to disclose a lot of personal or sensitive information to them. Also, the use of negative adjectives when describing others may possibly hint to someone who has depression or a personality disorder, so be careful.

When a person uses sarcasm when speaking then they really mean the exact opposite of what they are saying. If someone speaks in a colorless, monotone voice then they are detached and bored, however, if their tone is full of nuance and lilts up, they are excited and enthusiastic. A loud voice that is purposefully audible over others shows a bombastic personality and indicates someone who thinks themselves to be the most important in the room. The sign of the true leader is the person who speaks with a strong voice in a calm, steady manner. If the person talking speaks rapidly, almost gasping for breath and stumbling over their words they are clearly nervous.

It is important always to remember that you have to use both verbal and nonverbal forms of communication together in parallel to understand the total outcome of a person's ideas and theories. A common misconception amongst individuals is that verbal communication and nonverbal communication are contradictory. This is not the case. Verbal and nonverbal communication must go side-by-side when communicating with those around us. It is the combination of these two complex forms of communication that make the translation of our ideas and theories the most

effective. One cannot exist without the other—in most cases.

# What is NonVerbal Communication?

Nonverbal behavior or communication is the subconscious or conscious relaying of ideas or emotions through physical motion or a series of well-known and understood gestures. Messages can be transferred non-verbally through a variety of signals and methods.

The first of these defining signals are methods known as proxemics.

Proxemics essentially means the distance between two individuals. The distance between two individuals or proxemics carries a lot of weight in terms of nonverbal communication.

The second method of nonverbal communication is known as kinesics and is simply another word for body language. Kinesics or body language is the transmission of ideas through gestures and often unconscious motions of the body.

Meanwhile, another defining method is known as haptics. Haptics is another word for the act of touching something. In the world of nonverbal behavior, the way that somebody touches something carries a lot of weight in communicating their emotions to another individual. A soft touch on the arm can mean a lot of things, which becomes very different in comparison to a firm grasp of one's hand. Not all touches are equal, and every touch—

Depending on its longevity, intensity, and location on the body—has many different meanings behind it.

**Another form of nonverbal communication is our appearance. People use**

## **Their appearance to communicate their personalities in a variety of ways**

Most of this is a conscious decision made by the individual, but there are some factors almost entirely caused by our parents that aren't necessarily chosen by us but still say things about ourselves. Most likely, the biggest and most common type of nonverbal communication using our parents is simply judging whether or not somebody cares about their appearance. By just looking at another person, we can instantly tell whether or not they care about how they appear to those around them. This carries a huge amount of weight in the snap judgment that we make about people every single day. The final common form of nonverbal communication is the use of eye contact. Eye contact is extremely important in us as humans. Humans are very focused on an individual's eyes, as that is often one of the first things that a person looks at when they see a new face. Your eyes are often considered the windows to the soul, and this is true in the sense that they can reveal a lot of factors about yourselves. By looking into someone's eyes or measuring the amount of eye contact they give, we can understand a vast amount of information about their personality. Do they have strong eye contact? Do they avoid eye contact? Do they have really intense eye contact? The answers to all of these questions give us different definitions of a person's personality. As humans, we put a lot of weight on an individual's eye contact as a defining portion of their personality. This is why we must keep eye contact in mind when attempting to understand someone's nonverbal communication.



# **Chapter 14**

## **UTILIZE EMPOWERING NON VERBAL COMMUNICATION**

### **TYPES OF NONVERBAL COMMUNICATION**

Non-verbal communication is the process by which people understand one another through visual, auditory, and physical cues. These cues do not require words to be exchanged between two or more people to create meaning. The most common types of non-verbal communication include facial expressions, body language, eye contact, proxemics (personal space), touch, and vocalizations. Facial expressions are the set of images on a person's face, such as happiness or sadness. Body language includes posture and behavior, such as crossing arms in front or leaning away from you. Eye contact allows others to assess someone's interest level by looking directly into his/her eyes, while proxemics refers to how close people stand together when conversing and touch is demonstrated through high fives or hugs.

Facial expressions not only indicate a person's feelings but also reveal their innermost thoughts. Such expressions may be recognized as universal across all cultures. "Contrary to what one might think, people in different cultures do not speak an entirely different language of emotional expression" (Gehlert, 2009). However, the extent to which a person's facial expressions from one culture are interpreted with accuracy by members of another culture varies. For instance, Gehlert explains that some cultures display more emotion than others on people's faces and are therefore

easier for other cultures to read. Body language is an important aspect of nonverbal communication because it demonstrates how someone feels without speaking a single word. The main purpose of body language is to tell a person's attitude towards a circumstance (i.e., whether he/she is unhappy or happy) when nonverbal communication is unavailable (Gehlert, 2009). Some common examples of body language include head nods, frowns and shrugs; however, a person's mood can also be communicated through the position of their arms and legs and how they carry themselves in general.



# **EFFECTS OF NONVERBAL COMMUNICATION ON VERBAL DISCOURSE**

Nonverbal communication is a form of communication that takes place without the use of words. In other words, this type of communication includes gestures and facial expressions, for example. The study was performed by Paine, Knapp, and Kollock in which they explored the impact that nonverbal communication had on verbal discourse. They discovered that nonverbal cues are able to influence what listeners perceive when they hear someone else speak.

In many cases, when people are trying to communicate with one another through spoken language or text messaging, people tend to give nonverbal cues that can help bring out some points or phrases that were left out during their conversation. Nonverbal cues play a huge role in how people communicate but are also able to influence what listeners perceive when they hear someone else speak. Studies have determined that nonverbal cues are able to assist people in listening effectively. In addition, nonverbal cues affect whether or not the speaker is able to maintain his/her persuasive argument while also persuading the individual who is listening.

# **PRINCIPLES OF NONVERBAL COMMUNICATION**

Nonverbal communication, or body language, is the unspoken conversation you have with others that is visual and not verbal. This external form of communication can be detected when the intended receiver "reads" what an individual is saying without hearing a word. It's often said that one-half of your message comes from words and the other half from nonverbal cues such as tone of voice, eye contact, gestures, posture, etc. This principle of communication is known as the '40% rule, which says that in a normal conversation, the verbal message consists of 40% words and 60% nonverbal signals. When you consider what percentage of information comes from each, it's easy to understand how much value can be gained by attending to nonverbal cues. Most people are unaware that they're sending out such strong communications nonverbally. As a result, much has been written about the meanings behind these gestures and signals that we send, and it is often misinterpreted by others or even ourselves. To help clarify the meaning behind our nonverbal communication, here are some of the most common gestures and signals we send and what they mean:

# **NONVERBAL SIGNALS**

Facial expressions include a number of muscles that control things like eyebrow movement, blinking, opening and closing of the eyelids, mouth movements and lip tensions. These facial expressions are used in conjunction with head positions to send signals to others. Facial expressions can reflect a wide range of emotions that include happiness, sadness, anger/frustration, fear or disgust.

Mouth expressions often reflect a person's feelings and include the action or lack of action of the lips. They can be used to convey a message and are often portrayed as stern, serious, happy, scared, or sad. Head movements can indicate what someone is thinking while their eyes are holding steady on a particular object. Head movements can also be seen in people that are confident of their ability to dominate an interaction.

Eye contact and eye movement may indicate the player's credibility, honesty, and common sense in his/her communication.

# **Chapter 15**

## **ZONES FOR NONVERBAL CUES**

Did you know that there are many benefits to reading people, interpreting their body language and facial expressions to gain a sense of how they feel when you meet them for the first time? The following simple and easy techniques will benefit you in many situations, both personally and professionally, becoming second nature over time. Once you can make quick observations of someone's gestures and actions, your communication skills can be sharpened to a point you will influence others naturally. Most messages in communication are non-verbal. The following are some of the common nonverbal cues.

## **WEARING A FROWN**

When you spot someone with a frown on their face, it can only mean one thing: they're mad about something. Some people put a conscious effort into wearing a frown, but it is more of an automatic response to unpleasant events for others. Someone with a constant habit of wearing a frown will appear distant. For this reason, he/she may have difficulties establishing close relationships with other people. But there is a class of human beings who have not learned how to control facial expressions.

They might seem to wear a frown when nothing is wrong with them. These people have a face that just looks tough.

## **SUPPORTING YOUR CHIN WITH YOUR CLOSED FIST**

In a scenario where people are rolling a conversation forward, and one of them puts their chin on their closed fist, it means that they don't agree with whatever is being said. The pose betrays their thought process, but they might not always speak up. It is upon the other party to notice the pose and bring it up. Then putting your chin on your fist might come across as rude to other people.

# **COVERING YOUR FACE WITH YOUR HANDS**

When someone covers their face with their hands, it might mean one of two things: they are exhausted or worried. Modern life is fraught with stressful living conditions. At every turn, some things could cause us significant emotional pain, and thus, it is easy to become overwhelmed with worry or grow tired. You might notice someone do that when they run into another task that requires their resources, or they may do it as a sign of increasing weariness.

## **COVERING YOUR MOUTH WITH YOUR PALM**

If you are a twenty-year-old dude in college, and you messed with a girl, and she got pregnant. Think of how your mom would act when you disclosed that you were expecting a child. Maybe she would immediately cover her mouth with her palm, at a loss for words. This act shows that you are extremely shocked. It is what people normally do before they find the right words to express their shock.



## **HOLDING YOUR LIPS IN**

Let's say you walk in on your spouse speaking on the phone and immediately she hangs up. Therefore, you try to understand why she hangs up. You ask her who she'd been talking to. But instead of disclosing, she holds her lips in.

That's a clear sign that she doesn't want to continue this conversation. She's not okay with telling you whom she had been talking to. People hold their lips in when they feel uncomfortable talking about a certain topic.

## **TILTED HEAD**

Assuming you were in a social gathering, and as you were looking about, you spotted a woman to one corner, and then suddenly she tilted her head.

That's the equivalent to her saying, "come hither!" A tilted head is always indicative of interest. And it usually means that the person has a high level of interest. If on top of a tilted head, they have their hands crossed against their pelvis, it is an indication of nervousness. They are too scared that you will not reciprocate their urge to talk to you.

## **SCRATCHING THE COLLARBONE**

This is the classic indicator of being overwhelmed. The average person has too many responsibilities to juggle, and yet the resources are limited. Think of the average lower-middle-class woman. Presumably, she must tend to her spouse, her children, her job and show dedication in every instance. While in the office, you might see her scratching her collarbone as she processes all the burdens that she must bear for her life to sail smoothly.

## **WIDE EYES**

Our eyes are very communicative. It's all that one needs to see before they reach a conclusion. Wide eyes mean excitement. Think of a guy who just proposed to his fiancé, and she said yes. His anxious look is immediately replaced by his wide-eyed expression. But if the wide eyes are accompanied by a smile, it is an indication of nervousness. The eyes are probably the most expressive part of a human being. You can tell whether one is sad, happy, or angry just by looking at their eyeballs.

## **A DOWNWARD GAZE**

If you are trying to talk to someone, but they keep looking down, it can only mean one thing: he/she is disinterested. They would rather be elsewhere. But then again, a downward gaze might mean that the person is overwhelmed by your presence and that you intimidate him/her. If his/her body posture is generally pulled away from, you denote a far stronger disinterest.

## **LEANING IN**

When someone is leaning towards you, it means that he/she is interested in having you around. This is even truer when people open themselves up or put their hands on you. If their arms are wrapped around their midsection, they may be enjoying the moment; yes, but they are trying to hold back something. It is also important to check the direction that their feet point.

Generally, our feet look in the direction that we want to head. If their feet are pointing toward you, it means that they are interested in listening and connecting with you.

# **INTERLOCKED FINGERS**

Picture a woman whose husband is undergoing prostate surgery.

She is standing in the hospital hall with her fingers interlocked. This is an indication that she's worried. The interlocking of hands over the chest region implies that the worry is even pronounced. It is usually accompanied by the act of moving about tensely.

# **SUPPORTING YOUR CHIN WITH YOUR OPEN HAND**

Picture a woman who's suspected her husband of cheating.

So, she grabs his phone and goes through his messages, only to find a string of texts between him and a lover. The husband will, of course, come up with a story.

But as his wife listens to that disjointed story, she may be resting her chin on her open hand. That pose is indicative of a loss of interest.

When someone rests their chin on their hand, it usually means that they are tired of whatever is going on around them.



## **HEAD JUTTING FORWARD**

This position is indicative of aggression. Think back to your school-going days. Think of how the boys acted (usually the bully versus the victim) when they were about to exchange blows. The one who has more pissed off will have his head jutting forward. The aggressive spirit of this position compounds when the person closes his/her hands into fists.

## **ARMS AT AKIMBO WITH YOUR HEAD PULLED BACK**

This is a bossy expression aimed at sizing up the other person. When someone thinks too highly of himself, he might put his arms at akimbo and look every other person up and down as though to size them up. This position comes across as being too condescending towards others.

## **POINTING A FINGER**

People who have a tendency to point their fingers when making their point usually come across as being too passionate. When someone makes a statement and accompanies it with finger-pointing, his/her statement carries more prominence as opposed to if the same statement was made in a plain manner. Additionally, finger-pointing is indicative of an aggressive attitude.

## **CURLING THE BODY TOWARD THE BELLY**

Think of a kid that spots his bullier coming after him. The kid might instinctively curl towards his belly. He knows that he's about to face the music and that he's no match for his bullier's power. So, curling toward his belly is an act of both submission and self-preservation. People also act in this way when they are hit with heartbreaking news. Usually, the pain is so much, and they find themselves curling towards their belly.

# **THE CROSSING OF YOUR ARMS**

This is a clear indication that an individual is presently uncomfortable. It is also indicative of tension.

Normally, when a person is in a situation that arouses his/her negative emotions, he/she might cross his/her arms to feel more comfortable.

This position makes people's negative emotions tolerable, and it acts as a restraint against doing something regrettable.

The crossing of arms can also indicate being mad about something. Think of a mother who cleans their baby, and then the baby runs outside and covers himself with dirt within a record five minutes. When the baby comes back into the house, its momma might cross her arms, wondering what punishment on earth is proportional to such naughty behavior.

## **PUTTING A HAND ON YOUR CHEST**

This position expresses sincerity. When someone puts a hand on their chest while making a statement, you are likely to believe him/her, as opposed to when the delivery had been any other way. When we see someone put his/her hand over the chest, we think that whatever he/she is saying comes from his/her heart.

# **THRUSTING THE HIP OUT**

**People take this position when defending themselves against criticism.**

Usually, they place a hand on their hip too. People who take on this position tend to have strong feelings about being right, and they hate it when they are held in a negative light.

Thus, they must always fight back to disprove whatever criticisms are made of them.

## **A BACKWARD FLIP OF THE HAND**

When someone reaches back, they are trying to defuse a moment of tension. Perhaps they have said something that has aroused strong feelings and criticism has begun to rain down, so they are forced to reach back to defend themselves from attack.

**This usually happens when the person believes that they have not been understood.**



## **PUTTING A HAND ON SOMEONE ELSE**

This is done when someone is extremely comfortable with someone else. It is a sign of affection. It is not necessarily a show of romantic attraction, but the parties normally have a bond. When the mutual interest is just too much, you will see the parties holding their heads close together.

# **JAW CLENCHING**

Have you ever been seated next to a person, and suddenly, you noticed his/her jaw twitch? You probably thought to yourself, “that’s cool!” Except you didn’t realize that person is likely stressed. People tend to clench their jaws when they are in stressful situations. The stress could stem from an internal or external environment. Maybe it is their thoughts, or perhaps it is something going on around them.

## **EXAGGERATED NODDING**

Everyone understands that nodding is a form of appreciating what the other party is saying. In a sense, it is a form of validation. But then you meet someone who nods every three seconds. It is not only distracting but a dead giveaway that he/she is insecure. They find themselves having to nod endlessly because they feel inadequate. If you notice that someone is nodding much too frequently and is certain that it is his/her insecurities driving him/her into acting so, you might want to ask him/her to stop and explain the behavior. It is not one of the easiest conversations you will ever make, but it will be far impactful.



# **Chapter 16**

## **DEFINING VERBAL COMMUNICATION**

### **INCONGRUENCE BETWEEN VERBAL AND NON-VERBAL INFORMATION**

The idea of incongruence has been around for a while, but it is not commonly used in everyday language because it can be difficult to put into words. The simplest way to think about incongruence between verbal and non-verbal information is that the person's verbal message, which he/she uses when speaking, does not match their non-verbal message.

It should not be inferred that all people who are being deceptive will be unable to maintain eye contact and may also use words that sound convincing, even when they are making false statements.

According to Deception Behavior Index Personnel, liars will also often appear to be unable to hear the questions that are asked of them and will seem preoccupied with something else. This behavior was reported by both, the interviewees and observers (who reported that they observed liars appearing distracted or 'looking through' the interviewer as if not hearing them). This was described by one of our interviewees, who said:

"It seems like they are not really listening to anything you say. They seem to be looking somewhere else or running their own head. They seem not to have any focus on you or where you're trying to get at".

Another common type of incongruence between verbal and non-verbal behavior is when people are “trying too hard” to appear as if they are telling the truth, and therefore “miss some non-verbal clues that they are lying”. This can be seen in many different situations, including during interrogation, but also in normal conversations with family members, friends, or coworkers.

# **YOUR MIND AND THE WAY YOU COMMUNICATE**

The human mind is a complex system that includes your thoughts, memories, visions, and feelings. It's the seat of all self-perception, and it is also the place where you interpret what goes on around you.

Since everything we are aware of takes place in our mind to some extent or another, we can say that the mind plays a pretty significant role in how you communicate with others. Your thinking patterns, for example, might affect how others perceive your tone of voice or the content of your speech. On the other hand, your body language can be an important part of how others see you and perceive your expressiveness.

Likewise, your thoughts and feelings can have a significant impact on the way you communicate with others. The things we say to others are often based on things we have been thinking about or feeling. This means that the things we are thinking about or feeling will likely find their way into what we say to others.

Another aspect of communication based on your mind is how you listen to and interpret what people say to you. If you perceive messages as negative or threatening, for example, you might be more likely to respond with an attack.

# **HOW THE UNCONSCIOUS MIND AND LIMBIC BRAIN SYSTEM INFLUENCE BEHAVIOR**

Every person's brain has a limbic system made up of three parts: the amygdala, hippocampus, and hypothalamus. The amygdala is an area that deals with emotion and deals mainly with fight or flight mode. The hippocampus is the memory center of the brain and it records new memories for long-term storage. Lastly, the hypothalamus helps regulate appetite and thirst.

**The limbic system controls how you behave due to your feelings.**

There is a plethora of emotions that the limbic system has control of, such as anxiety, fear, pleasure, anger, and depression.

The limbic system also plays a major role in memory formation. When an emotion triggers in your brain, you remember what happened because emotions are stored in your limbic system. Most people are born with an index finger pointed towards their thumb, but when babies and young children cry, their index finger points towards their ring finger. This is because crying is linked to happiness and so it is programmed into the brain, which explains why children always point at things with their index finger while adults point with their middle fingers.

The limbic system is also a major factor in bonding. If you meet someone new and they remind you of your childhood, that person is said to be your 'precious one'. It will be likely if two people are closer because of the limbic system.



**The limbic system also plays a role in the sense of smell which is linked to pleasure.**

During times when you are feeling happy, sad, or angry, the limbic system will associate these emotions with certain smells such as cinnamon, peppermint, chocolate, and coffee. The olfactory bulb of the brain helps to process smells, so when an emotion triggers, a memory about a certain smell occurs.



# Chapter 17

## INFLUENCE PEOPLE WITH MIND HIJACKS

As I sat in the back of the police car, a warm blanket wrapped around me, I knew I would be okay now. It was all over. An officer got into the front seat, closing the door. "It's cold out there. We'll be out of here soon. Don't worry.

**We've got him. And the rest of the girls too"**

"Good." I pulled the blanket around my scantily clad body a bit tighter. "My family must be worried sick about me. I've lost track of time. I don't know how long he had me."

"Your parents came in to tell the police that you had been missing since April second. That's eight months, Stacy."

**"Wow." Eight months had passed, and I was barely aware of that.**

**"How'd he do it, Stacy?" the cop asked me. "How'd he get you to go with him?"**

It didn't seem real that I fell for it all. But I had. "I was walking out of a grocery store. It was about nine at night. I'd picked up a frozen pizza to make at home. My shift had just gotten over. I worked there."

"Yeah, we know you worked at the grocery store. We know that a man came up to you and you two talked. Then you went with the man." He shook his head as if he couldn't believe it. "Why would you go with a strange man, Stacy? Your parents said it's not like you at all to go off with strangers."

**"He was convincing." I shook as I recalled the exact words.**

“Hey, lady. You work here?” a man asked me as I came out of the grocery store, I worked at.

“Yes, I work here. What can I help you with?” Even off the clock, I was still an employee at heart.

**“I’m having trouble with my car,” he said.**

“Oh, I’ll go back inside and ask one of the guys to help you out. I don’t know a thing about cars. Sorry.” I stopped to go back inside to see if I could get some man to help the guy.

**“That would be awesome.” He reached out and touched my arm, halting my**

actions. “But I’ve got this baby girl with me and she’s crying like crazy too.

My wife, her momma, is back home and I don’t know what to do. Maybe you could sit in the car with her while I go inside and find another guy to help me out. Do you think you could that for me?”

**Something told me not to do it. I felt a rush of cold move through my body.**

**“Oh, I’m not sure.”**

All of a sudden, the man’s cell phone went off. “Shit!” The ringtone was kind of odd, chaotic, and loud. I froze as he took the phone out of his pocket.

“Honey, I’m trying to hurry.” I could hear someone crying on the other end of the line. “Baby, I know you’re sick. I’m trying to get the medicine. I’ll be back as soon as I can. The damn car broke down on me.” More crying and shouting on the other end of the line, then he said, “I’m sorry! I’m trying! I just need help.”

“I’ll go sit with the baby,” I offered as the man seemed to be on the verge of tears and the woman on the phone was already in tears. I had no idea what was going on in their lives, but it sounded tragic. “Show me where the car is.”

“Thank you. You’re an angel sent from above.” He walked toward the back of the parking lot and I walked along beside him. “Honey, this nice lady is helping now. I’m sure we’ll be home soon. Try to rest until we get there. I love you, babe.” He ended the call and put the phone back into his jeans pocket.

**“Wow, it sounds like you all are having a really hard time.” I saw the hood open on the one car parked in the back row. “What’s wrong with the car? It just won’t start or what?”**

**“Yeah, it won’t start is all.”**

We are having a really hard time. You can get into the back seat there. Little Lila is in her car seat. It’s quiet. Sounds like she might’ve fallen asleep, thank the lord above. If you’ll just get in and sit there in case she wakes up. I’ll run back in and get some help.”

“Sure. No problem at all.” I opened the back passenger side door and saw an infant’s car seat on the other side of the car. A baby, or what looked like one in the dark, was all bundled up inside of it. I got in, closing the door behind me to keep the cool night air out. When the hood slammed shut, I jerked my

head up to find the man had closed it and was getting inside the car, behind the wheel. I had no idea what was going on and tried to open my door, but it wouldn’t open. I jumped over the baby and tried to open that door, but it wouldn’t open either. “Stop! Let me out!”

The soft blankets where the baby should’ve been smelled weird. I pushed the blankets and found nothing was in them and the man wasn’t speeding away but driving a normal speed to be leaving the parking lot. “Just go to sleep,”

**The man told me. My eyes were getting heavy and I had no idea why that was.**

**“No. Let me out.” I tried to climb over the seat to get out the front passenger door.**

**He pushed a rag against my face. “Just go to sleep.”**

I felt it all going black and fell back into the back seat. And that’s all I remember about that.

“You know, I think I wouldn’t have fallen for it if it wasn’t for that damn phone call he got. It became so chaotic that I stopped thinking and just tried to solve the problem anyway I could.”

“Yeah,” the officer said. “He pulled covert hypnosis on you. He did it to most all the girls he kidnapped. He used chaos to get you out of your own mind.

Then he put into your unconscious mind the need for help and you had no real choice except to help the man. It’s a human reaction and he used it against you. It’s a pretty damn dark and insidious way to get people to do what you want them to. It’s actually been proven to work over and over again on the same people.”



# **Chapter 18**

## **CASE STUDIES OF DARK PSYCHOLOGY**

### **Ted Bundy: Final Testimony**

Ted Bundy is perhaps one of the most notorious serial killers in all of history.

One of the more fascinating aspects of his story is the amount of material that was published about him and the crimes he committed and how willing Bundy was to give interviews. With many other high-profile criminals, the hype level and intrigue are often going to outweigh the crimes committed. But this is certainly not the case with Bundy.

There is still no confirmation of the total number of murders that are linked to Ted Bundy. He was only charged with 30, but he has hinted that the total is probably closer to 100. No one knows for sure, and many analysts feel that Bundy doesn't know how many people he killed. There are a lot of details that relate to the crimes that Bundy committed, and this has helped explore more about the world of psychopathic serial killers, the methods they used, and some of their motivations for doing it.

Bundy understood the power of perception and public image. It is undisputed that many of the people who encountered him, even during the time when he was performing these murders, found him attractive and charming. This is a hallmark of psychopaths who are able to show off an outward appearance of desirability and charm without any inner truth to what they are showing. The emotional coldness and detachment of men like Bundy



become clear when you stop and consider that a human being was able to inspire attraction and comfort in his victim's moments before killing them.

# **SOME OF THE WORST CRIMES IN HISTORY**

## **HITLER**

There are many parallels that can be drawn between some of Machiavelli's political ideas and the political career that Adolf Hitler took. In many cases, the argument can be made that Hitler is sometimes the best illustration of what the modern Machiavellian leader will look like.

One of the first similarities that there are between Hitler and Machiavelli is the idea that peace should only be seen as a little break in a war that never ends. Hitler was very devoted to conquer and plan to use his Third Reich to take over the whole world. Hitler was a good example of a ceaseless warrior ruler. Machiavelli was also an advocate of creating and then changing reality to sort a predetermined political aim.

Another key idea that emerges from Machiavelli's political thought is that power is a worthy goal in its own right. No matter what methods are used by the individual to get and hold the power, they can be justified with the blueprint of how a leader needs to behave.

And one of the most important and apparent links that exists between these two is the idea that "it is better to be loved and feared, but if that is not possible, feared rather than loved." It is pretty easy when looking through textbooks to see the devotion, worship, and love that Hitler was able to inspire in the German people at that time. At that time, Hitler was adept at getting responses of love and fear out of his people. Just take a look at some of the videos of the speeches that Hitler used and you will see this in action.

## **RASPUTIN: DARK PSYCHOLOGY OR BLACK MAGIC?**

You can't go through case studies on dark psychology without taking into account Rasputin and everything that this monk represents. Rasputin is an interesting figure because the type of power that he wielded in this field has echoed way into the future and even inspired the aspects of many charismatic influencers that came around later on.

Rasputin was a spiritual figure who was able to use his powers to gain some influence over the Russian rulers of that time. He was able to project an intoxicating mix of sensuality and piousness that appealed to almost any side of a person that Rasputin wanted to work with. Those who may have been more inclined to follow religion were very impressed by the powers of healing the monk seemed to have. But those who enjoyed the sensual pleasures of the world were also able to find things to admire in the character of Rasputin. The most influential part of Rasputin's character was the fact that he was able to be an angel and a devil at the same time.

Many parts of the influence of Rasputin can be found in modern-day users of hypnosis. Rasputin was one of the most infamous, and perhaps earliest, figures to induce something similar to a trancelike state of suggestibility on the minds of any victim he chose.

What were these healing and hypnotic powers that were rumored to belong to Rasputin? It is believed that he was able to induce in his victims some deep feelings of relaxation, ease, and calm. He is well known for his abilities to ease the aches and pains anyone in the Russian family dealt with at that time.

This helped to add some more to his mystique and increased the amount of influence that he had on everyone near him.

Rasputin also did many things that are now common in covert emotional manipulation. One of the reasons Rasputin had such a big impact on those around him is that it never seemed like he was trying to control the victims. Instead, he was able to come across as someone who had an unexplainable power that people would just succumb to. These are all hallmarks of cover emotional manipulation as it is used in modern times.

The case study of Rasputin is relevant when it comes to those who are learning more about charismatic influence. Like Rasputin, many modern-day dark psychological manipulators are able to attract followers, often because there is a perception out there that these manipulators possess a secret or some special knowledge.

This principle was way more effective back in Rasputin's time. The world was not used to this form of deception like it is today, and rationality and science were less developed. This helps to give some more beliefs to the idea that Rasputin was a divine as well as a powerful person. Students of this dark psychology will be able to draw a lot of parallels between the power of a supernatural portrayal and similar charismatic leaders of the modern world who would feign spirituality to gain the control and influence that they wanted.

The link that is present between sexual expression and psychological power is very clear in the story of Rasputin. Similar to what many others did throughout history, Rasputin was able to leverage his dark influence into a life of decadent indulgence and even promiscuity. It is not a coincidence that many cult leaders, no matter where they

are found or practicing throughout the world, are often found enjoying their choice of followers in any manner that they choose. While Rasputin may be an infamous example of this, he is not the first person to ever use these techniques.

## **CON ARTISTS**

Many of us have heard about the different things that con artists can do. They seem to have the power to persuade anyone to act in a certain way that benefits them the most. And while some people on the outside can tell that something is going on, those in the middle of the trap from that con artists are often going to follow along blindly.

A good example of what a con artist can do is a Ponzi scheme. This name comes from Charles Ponzi, a man who was able to conduct a large-scale fraudulent investment scheme. One of the striking features of this Ponzi scheme was the fact that Charles was willing to use the power of projection and portrayal of his own confidence to help him get out of any sticky situation. For example, there is a story about how Charles once had a group of angry investors who show up at his place. Rather than panicking at the situation, Charles remained calm and collected and was able to use his own tranquil demeanor in order to calm down the mob.

Gregor McGregor is another example of this, and he was one of the earliest examples of someone selling things that don't exist to others. If you have heard stories of a con artist who sold something like the Brooklyn Bridge or the Eiffel Tower to naïve folks who had wealth, then the con artist got the idea from Gregor McGregor.

McGregor was able to do this because he insisted that he was nobility, but he came from some islands that didn't exist. He would recruit people who had the wealth to help fund expeditions over to these islands, all while knowing

that these islands weren't there. The reason that there is sometimes a lot of interest in McGregor is that he was so convincing to these victims, and he knew how to work with their psyches and egos, even after they tried to visit these nonexistent islands, they would still defend McGregor to the press. This shows how strong and advanced the covert manipulation abilities of McGregor were at the time.

Con artists can show us a lot of lessons in dark psychology. These con artists have the ability to psychologically influence other people, often to the amazement of other people. The case of Ponzi shows the importance of working on a victim that is vulnerable, then exploiting that vulnerability ruthlessly, and then doing this in a way that doesn't betray a hesitation or a doubt. Ponzi is a great example of how you are able to increase the probability that a fraud will work out simply by the manipulator being confident, having control, and appearing like they are not worried ever. It is also a good example of showing that some of the best con artists can keep these scams going for decades before they are exposed.

McGregor is able to offer an almost amusing insight into the power of taking someone's ego and using it against them. Despite the fact that the wealthy investors had been exploited financially and had wasted their time going to these fake islands, and even the fact that they looked stupid in the process, they still chose to defend McGregor to the public.

If a victim who has a high opinion of themselves and a high status is found, they are unlikely to admit when they were conned or when they were tricked. It is likely that they are not even going to admit what really happened to those events, even to themselves. This is a good example of how the narcissism of a person can be used against them.

These are just a few of the examples of how dark psychology has been used throughout history. There are many more examples, but this shows how dark psychology works and that it is an actual thing, not just something you hear about or read about!

# Chapter 19

## INFLUENCE AND ITS TACTICS

We must all be careful of the influence we wield, for it can often be used to do evil. The thing is, you can't avoid all the influences in your life. You can try, but it's simply not possible. So what should we do?

The best option is to know the tactics and how they work so that you are alert when they're being used on you by people with less-than-honorable intentions. Since these techniques are subtle and most people don't even think about them, it's important to learn about them now so that at least you'll have an idea of what might be going on if and when something happens later down the road.

Influence is defined as the capacity to have an effect on the character, development, or behavior of someone or something or the power to sway the judgment of someone.

No surprise there. We're all familiar with its powers. But I'm going to focus on its tactics. You can use these tactics for good or for evil (and usually people do both). I'm going to list the tactics and give an example of each:

**1) Flattery:** "You look so good in that dress." "I love your new car." Flattery is a tactic used widely by politicians, salesmen, and just about anyone else who wants to get something from you (or make it seem like they want nothing from you). It's a feeling-based tactic because it is based on what you think about them and not what they think about you. Don't be fooled by the flattery – it won't last long.

**2) Criticism:** "Your dress looks awful on you." "The car is a piece of crap." I like to say that this is the tactic used by



everyone who has an opinion of you or anyone else. It's also a feeling-based tactic based on how you think about them and not what they think about themselves. It can be very low-key, but if someone says something specific about your life (marriage, job, etc.), you'll know they're using criticism as well as flattery.

**3) Sycophancy:** "What a great job you have!" "I love your family." This is the most common tactic used by people to get you on their side – and it's based on liking them. They use this tactic because they think that if they can get your "buy-in" for how good they are at what they do, then you'll be more likely to listen to what they have to say (and join in).

**4) Vindication:** "Everyone hates you!" "You're the greatest person at work." This is the same as criticizing, but instead of criticizing someone for something, they're claiming that everyone else thinks badly of them. This makes them sound very "in the know." Even if they're not in the know, they are in the position of being vindicated themselves.

**5) Esteem:** "You're so smart!" "You're so beautiful." This is complimenting someone for their superiority. Also feeling-based, it can apply to just about anything that can be attributed to a person – virtue, intelligence, wealth, fame, strength, or attractiveness. The problem with this tactic is that you'll often see people living on this tactic alone – as if life can only be measured in how big of an esteem boost they get from other people.

**6) Self-Disparagement:** "I'm stupid. I'm stupid." "I'm ugly. I'm ugly." Self-disparagement is often used because people think you'll agree with them. Like this: "I don't look like that. She doesn't look like that." Or this: "I don't know as much as she does. He doesn't know as much as she does."

**7) Threats:** "Don't tell anyone about this" or "If you make any waves, then I'll take care of it for you..." The threat is often the strongest tactic in the book and can be very effective if applied in a calm manner (in the right arena). If you're not careful, it can ruin your life.

**8) Reward:** "You said that I was a great cook. Look what they gave me for getting drunk at the office party." Or this: "You voted for me for Congress and next year I'm giving you a huge raise." These are more common these days than you'd think, and they're often used to develop quick relationships (like business or romantic) over a short period of time. They are typically based on choosing policies that will benefit the rewarder and not the rewarded.

**9) Authority:** "Come with me" or "Here's an opportunity. Here's where we need to take a risk..." This is based on a person's position in the world. For example, we use it when someone with authority says "Come with me" because we trust their knowledge and judgment. Or if someone is telling us about an opportunity that sounds really good and exciting, but they're not saying anything that we've heard before, then we will believe them based on our desire to believe the person who is speaking to us.

**10) Contempt:** "Come here. Come here right now." "You're a dumbass." This tactic is being used by anybody who has contempt for you or anyone else – even people who have respect for them (like you).



# Chapter 20

## PERSUADING AND INFLUENCING

Being influential and persuasive is a skill that you can develop. With the right tips and knowledge, you can master the art of influence and persuasion and apply it in various aspects of your life. If you are an entrepreneur or someone whose daily routine needs to convince others to see things based on your own perspectives and get them to agree with you, then mastering:

Persuasion is an advantage. You need to hone this type of personality from the time you have chosen your own career.

With excellent persuasion skills, it will be easier for you to present your new ideas to the public. You can persuade the correct partners to be part of your network, create and present solutions to the right people, convince potential investors to fund your ideas, and convince customers to buy from you.

**The good news is that you can have this skill. Here are just some ways for you to master the art of persuasion:**

# PRACTICE REPETITION

Repetition is an effective way for you to get the attention of people.

Many people, especially entrepreneurs, make the wrong assumption that their passion in their chosen field is enough to help them send their message to the right audience and stand out from the crowd. This is a wrong assumption, as with the excessive amount of information that the public can access from various sources, it would be difficult for you to stand out. In fact, the majority of the public today already created filters as a means of ignoring unsolicited inputs.

You can combat this by ensuring that you practice repetition. Note that you will most likely convince the public that your message is worthy of being heard if they see and hear it many times – both in verbal and written form. The good news is that with this repetition, you can also imbibe the skill of persuasion into your own:

- Personality, especially because it aids you in mastering it.
- Use imagination.

Another way to master the art of persuasion is to use your own and your target audience's imagination. For instance, you can say things like, "can you imagine how happy you'll feel by buying this product?" This will give your audience the opportunity to paint a clear picture of what he/she can expect to receive if he/she agrees on what you are saying or take what you are offering. Let him/her imagine the pleasure of following what you are suggesting and the pain that he/she will most likely feel if he/she does not.

## **TRY TO OBTAIN A YES EARLY**

If you are an entrepreneur, for instance, then try to persuade your target audience to agree with you, even in just trivial matters. It could be as simple as the weather, whether the color of an object is blue, politics, etc. Keep in mind that getting someone to like you is one of the most important aspects of persuasion. It would be possible for you to reach that goal if the person you are dealing with agrees with you.

If you are still a beginner in the art of persuasion, then try to let your target audience see the actual value of what you're offering. You should also clearly indicate what they will be missing if they decide not to have it. Take advantage of the power of leading questions, like "Do you want to...?", "Have you wanted to..." etc.

The questions should be leading enough that they will have a difficult time saying no to. You need to customize the questions to ensure that they suit the type of conversation you're having with your audience to persuade them to agree with you at the earliest possible time.

## **BUILD YOUR CONFIDENCE**

You can't expect to master the art of persuasion if you're not confident. Your audience should see how confident you are with what you're saying. How can you expect someone to believe in what you're saying if you, yourself, have doubts about it? No matter how competent you are, if your target audience does not sense your confidence, then you'll most likely lose the fight and be left unable to convince them.

When it comes to building your persuasion skills, note that you can develop your confidence by fully understanding how important it is to facilitate a need. Keep in mind that many people need your help and that you have the answers to a certain problem they are facing.

Believe that what you're offering or saying is important and can provide a solution to a problem –regardless of the field you're in – whether you're in web design, foods, etc.

Keep in mind that someone will always find your products, services and solutions helpful. Believing that you have something of great value to someone can significantly increase your confidence, thereby making it easier for you to convince/persuade someone.

# IMPROVE YOUR LISTENING SKILLS

The ability to listen to someone intently – whether they are your customers, friends, colleagues, starting entrepreneurs, small business owners, or industry experts – contributes a lot to successfully persuading someone. Through intent listening, you will learn a lot more about the field you are in. Try to listen more than speak. Note that the times when you don't talk are often the most vital, as the other party will likely feel that you truly value their time.

- Listening is also known to be one of the keys to being persuasive.

In a study conducted at Columbia Business School, for example, researchers found that many workers place too much value on listening skills, leading them to successfully apply persuasion. With the set of experiments and tests they conducted, they were able to find out that one's ability to persuade or influence has a huge relationship to the timing they choose to be verbal when doing the act. Remember that even if you do not speak and merely listen, you can still persuade others using body language and cues.



# **LEARN HOW TO INTEGRATE CONNECTION IN ALL YOUR PERSUASION ENDEAVORS**

Regardless of the person you are trying to influence or persuade, it is critical to forge a connection. Keep in mind that, as human beings, there is a high likelihood that they will respond positively if you use emotional appeals by connecting with them. For instance, the great philosopher Aristotle discovered that it is greatly possible for humans to be influenced if one uses a mix of credible, logically argumentative and emotional appeals.

## **USING EMOTIONAL APPEALS MORE ALSO INCREASES THE NUMBER OF PEOPLE WHO CAN BE PERSUADED**

If you are an entrepreneur who needs to persuade people most of the time, you can also use and reflect that concept to your advantage. A wise tip is to connect with them on a more emotional level by matching your voice inflections, your physical cues, and your charisma. This goes a long way in building an emotional connection, allowing the person you are talking to to realize that you also have similarities. This will eventually forge a bond of trust.

## **LEARN HOW TO GIVE PRAISES**

You also have to learn the art of giving praise when it comes to developing your persuasion skills. If you only focus on firing people with your ideas without listening to them or making them feel that you value them as well, they will feel as if they are insignificant. This will cause them to focus on repairing their bruised egos rather than listening carefully to

what you have today. The good news is that you can be more sympathetic to them if you start offering praise. Find something good in the person you are talking to and praise them.

Once they find you likable through the compliments you give them, you will find it easier to persuade them to listen to you and agree with your idea. Praising someone can make him feel that he is achieving his personal accomplishment. Then they will like you more and begin to think that you will be a great help to them in reaching their full potential.

Just be sure to be careful when offering praise.

Avoid resorting to using empty praises. Doing so will only damage your efforts.



# **Chapter 21**

## **BECOMING THE ULTIMATE EMPATHIZER**

People often get so consumed with their own emotions that they don't realize they're not being as compassionate as they could be. They're focused on their own pain and the guilt of not being able to help someone at all. It's time for a change! In this chapter, we will cover ways to become a better empathizer and the importance of being non-judgmental towards your friends, family, and loved ones. We will also discuss what it feels like to be "empathic" versus "introspective," which is something a lot of people struggle with because introspection can often take you down dark paths full of self-loathing or anger that doesn't belong there.

# **WHAT IS EMPATHY?**

Empathy is the ability to identify with another's feelings and the desire to share them. It's hard to be empathic when you're angry or upset about something, so you get swept up in your own emotions instead. It's one of the most misunderstood yet most important traits in human interaction, and everyone should have it.

# **UNDERSTANDING EMPATHY**

If you know someone who won't let anyone else pin them down and say what they feel inside, then this person probably isn't very empathic. They will not take into account how their emotions are affecting others and therefore can become really self-centered and insensitive at times. They probably have a hard time understanding why it's hurtful to say certain things or why it hurts to be made fun of or bullied. This is a common trait in children, but they will often grow out of it as they get older.

People who are very empathic will often spend a lot of time picking their partners, friends, and families for qualities they wish they had. They can become so consumed with other people's feelings that their own emotions take a back seat and sometimes even hide until the emotions of those around them settle down. Being empathic can also make you an excellent listener, but if you're not careful, you may start allowing people to drain your energy because they're not dealing with their own issues.

# THE IMPORTANCE OF BEING EMPATHIC

Being empathic is vital to our lives. When you're compassionate, you're not faking it or making assumptions that aren't true in order to make someone feel better about themselves. It's also important for your own personal life as well as being a good friend, partner, and parent - not to mention a great person who others want to be around all the time.

Yet some people struggle with "being empathic" because they think they're going crazy by just knowing what someone else feels without them having to say it out loud. It can become quite an ego trip at times, and some people don't want to be held responsible for their emotions. The more you focus on other people's feelings instead of yours, the less you have to deal with your own.

It's hard to keep in mind that it's okay to feel something - even if you know your partner is upset by something that happened at this moment - because we're social animals who like to give feedback and communicate a lot through body language or even facial expressions. It's also hard if you don't like the person you're communicating with at the moment. It's important to remember that you're not really listening to this person as much as you're talking to yourself about them.

You have a lot of say in your relationships with other people. If you feel free to feel whatever you want without any blame or shame, you can be a much happier person in general. Take time every day to focus on yourself first and then connect with those around you - they will notice the difference and be more willing to open up as well.

If you're trying to be more empathic, it's important to truly put yourself in another person's shoes and keep your own

feelings to yourself at that moment. It can be hard, but as you get better at it, you'll notice that being compassionate leads to fewer headaches and stress-related illnesses as well as making your relationships with others more fulfilling.



# **WHAT IS INTROSPECTION?**

Introspection is the process of self-analysis or examining one's own thoughts or behavior. When people are introspective, they are focused on their inner thoughts and feelings instead of feeling empathy for someone else. It can be good in a lot of cases because it allows people to prevent possible harm when they're aware of their worst traits.

However, not everyone can stand this, especially if he has many poor qualities in him. Introspection can lead to self-loathing, which is a major drawback for people trying to improve themselves.

# **BEING EMPATHIC VERSUS INTROSPECTIVE**

Empathy means that while you're involved with someone else's situation, you still keep yourself open to the person's feelings. However, when you're an introspective person, you do not have the ability for empathy and are probably somewhat self-involved. You will not be open to another's feelings unless they draw your attention to the fact that you need help dealing with your own issues as well as theirs - something they may not feel comfortable doing.

## **WHAT'S THE DIFFERENCE?**

The difference between being empathic and introspective can be quite noticeable. Empathic people are more open about their feelings and will share them regardless of the situation. Introspective people will keep their feelings to themselves if they feel overwhelmed or uncertain about how to deal with them. This allows them to put on a front most of the time, which makes it hard for others to see any real emotion inside of them at all.



# Chapter 22

## DIFFERENCE BETWEEN INFLUENCE, MANIPULATION AND PERSUASION

**Influence** - The ability to cause changes in others' thoughts or behaviors by using various tactics.

Manipulation - The use of indirect techniques to produce desired effects or outcomes. Usually involves a degree of deception.

**Persuasion** - Attempting to convince someone through the use of reasoning or argumentation alone.

This is a very brief and simple description of the difference between manipulation, persuasion, and influence. But I believe that it provides a good indication of the basic differences between these three concepts.

Now let's take a look at the similarities between manipulation, persuasion, and influence.

### **Similarities between Influence, Manipulation, and Persuasion**

Although these three concepts have very different underlying definitions and are used in a variety of ways, there are some similarities that exist between influence, manipulation, and persuasion. For example, we include all three approaches in the Art of Charm's Checklist for Fun & Powerful Presentations.

**Influence** - The ability to cause changes in others' thoughts or behaviors through the use of various tactics or

techniques.

**Manipulation** - The use of indirect techniques to produce desired results or outcomes. Often involves a degree of deception.

**Persuasion** - Attempting to convince someone through the use of logic or argumentation.

These are a few of the differences between manipulation, persuasion, and influence. In terms of influence, I would say that it is very similar to persuasion because this is the point at which most people tend to struggle. People often believe that in order for them to influence others they must adopt a persuasive approach. This is a common misconception and misunderstanding. In reality, all three of these concepts require you to be persuasive throughout your presentation until they are completely convinced or persuaded.

The only difference among these three concepts is that manipulation requires deception while persuasion involves argumentation (logic). As we can see, there are many similarities and differences between these three concepts.

# HOW TO USE THESE CONCEPTS

**Influence** - It was originally meant as a process by which one individual could have lasting effects on another's behavior or thought process through interpersonal communication. This means that influence is all about conversational skills. If you are in a relationship with someone, the best way to influence him/her is to communicate effectively with him/her.

**Persuasion** - It was originally meant as a means by which one individual could cause another to act differently or believe differently. This means that persuasion is all about logical argumentation. If you want someone to change their opinion, you will need to provide them with logical arguments which they can use to convince themselves and others that your position is correct.

**Manipulation** - It was originally meant as a means by which one individual could control or influence another's behavior through covert or indirect means. This means that manipulation is all about the use of deception. If you want someone to act in a certain way, you need to convince them that their current behavior is incorrect and that your position is correct.





# **Chapter 23**

## **BONUS CHAPTER:**

### **10 PSYCHOLOGY TIPS AND TRICKS TO INFLUENCE ANYONE**

Learning how to influence others is a skill that can be mastered in many settings: learning these psychology tips and tricks will help you influence others more effectively.

# **1. RELAX THEM FIRST**

People are less likely to believe something when their emotions are high and their body language is anxious. So the best way to ensure they'll listen is by easing their stress levels and calming down your body language.

## **2. USE ANY NUMBER OF THEIR SENSES**

Be it visual, auditory, tactile, or olfactory, you can use anything about them to influence them. For example, if they wearing a perfume that makes them feel bold and sexy, simply compliment this to make them more open to the fact that you might not have much in common.

### **3. ADD EMOTION**

People love it when they feel included. Focus on how your audience is feeling by interjecting a sentence of their quote "ways" with an emotional tone like "I feel so moved by your story—it reminds me of...." or "From what I can tell from reading your words thus far....."

## **4. PLAY THEIR NEEDS**

When influencing someone, you shouldn't just focus on telling them what to do. Rather, the best approach is to tell what they want and need so that it's more likely they'll follow your lead. For example, "I don't know if you're aware of this... but I found a new spa where I can enjoy a relaxing massage."

## **5. BE SPECIFIC**

A very simple way to manipulate someone is by focusing on the details of whatever you want him/her to do instead of just telling him/her how he/she should feel or think. This works because people tend to take things literally, even when they mean very little. For example, if you want someone to do laundry, simply say, "It looks like your laundry room could use some cleaning up."

## **6. IMPLY MEMORY LOSS**

Another simple trick to influence people is making them think they agree with your opinion when in reality, they just don't remember making a different decision. For example, if you're trying to get them to watch a movie that you thought was boring, ask, "Hey! Do we have tickets for the movie?" If they say yes, then hit them with "Oh my gosh—no wonder I couldn't sit through it."

## **7. AGREE**

People are more likely to comply if they agree with you, so find a few things they've said or done on which you can build the foundation of your next statement. Once you've added some "umph" to your statements using their words, then explain how it's something you're very passionate about as well as them.



## **8. ACCENTUATE THE POSITIVES**

Whatever it is that you want them to do, think about the reasons they would want to do it. And remember—focus on the positive and not the negative or else; people will feel very defensive and might not listen.

## **9. USE HUMOR**

Humor is an easy way of making someone relax around you. Simply use a joke or play on words to make them have a good laugh and feel at ease when they're around you. People like to think they're being popular too, so using humor tends to give people an excuse not to argue with you.

## **10. PLAY ON THEIR EMOTIONS**

People are more likely to follow your lead if you can play on their emotions and desires, rather than just informing them of the fact that they should be doing something. For example: "I know you enjoy watching romantic movies at home, but I was wondering if you'd like to go out with me and my friends this weekend" vs. "Hey! My plans for watching romantic movies have been canceled since..."

# CONCLUSION

Logic and emotional manipulation are powerful tools that can be used to get anything you want, or worse. If you know how to manipulate others with your mind, then you can use that knowledge for the greater good — such as stopping manipulative people from harming others. You'll also learn a ton about what makes humans tick and why we make poor decisions. I can promise you, though, that manipulating people won't make you any more popular.

Master manipulators are usually the most highly regarded in society because they know how to work with people like puppets. If your boss is a master manipulator, then you'd better learn to recognize the signs and watch out. Manipulation can be a form of emotional abuse, such as a parent who insists that their child does poorly in school only to make them feel worthless. Although manipulation may not be malicious, it can still have negative effects on someone's mental health and self-esteem.

**How do you know if you're being manipulated? Learning what manipulation looks like can help you identify negative behavior. Watch for these signs:**

The victim is acting out in order to please the manipulator. If you're acting like someone else, then there's a good chance that you're being influenced. In this case, action is the best defense.

The victim begins to believe that he or she has no power of his/her own. In reality, it's not just about what you say or do, but how well your actions are received. If others aren't taking your suggestions and responding positively to your requests, then it's likely that the only person being controlled right now is you! It's okay to be skeptical of

statements and advice if they come from someone who works hard to implement a plan or get something done that will benefit multiple people. In this situation, it's far more likely that the manipulator is the one who will benefit.

The victim has completely stopped thinking independently. Manipulation isn't all about action. If you've ever been embarrassed by someone who spews senseless, illogical arguments for their own personal gain, then you've been manipulated by a pro.

The victim is becoming an object. When the manipulator says that they know what's best; then, you're being treated like a piece of property rather than a human being. Remember, no matter how much people may want to believe the lies of manipulators, it doesn't mean that their belief in those lies will cause any harm.

The victim believes that the manipulator is always right about everything they say, especially when it comes to other people. This isn't how the world works; people make mistakes sometimes and you can't depend on everyone you meet to be perfect or reliable all the time.

The victim believes that they are the only person who can help the manipulator. Manipulators often play the role of helpless victims, especially when it comes to taking responsibility for their actions. A great manipulator will always have someone else to blame.

Fearing the manipulator is a normal reaction, but remaining within his/her control is not. You might be wondering how you can know if you're being manipulated by other people. Think about what your motives are for talking to someone and make sure that you're not influenced by others' manipulative behavior.





# **BOOK 6**

## **GASLIGHTING**

A Step by Step Beginners Guide  
to the Narcissist's Favorite Tool  
of Manipulation.

Learn About your Enemy's  
Weapons in Order to Defend  
Yourself from Toxic People





# INTRODUCTION

## Introduction to Gaslighting

The term “Gaslighting” comes from the 1944 stage play *Gas Light*. In that play, the dimming of lights in an old Victorian house allowed for the set to be changed without having to turn on stage lights, which would have created too much heat and been a fire hazard. The word gaslighting means deceiving someone or something by psychological manipulation.

In 1944 Paula told her husband, Gregory Anton, the story of how he was being manipulated by his wife into believing that he was losing his mind. They learned that this would eventually become a common tool used in abusive relationships, as well as other types of manipulations used in public life and media such as politics or advertising.

## Defining Gaslighting

The term gaslighting has been applied to abusive relationships, politics, and advertising. In each context, it describes the same thing, a pattern of abuse where the abuser regularly denies the truth of their victim’s experiences. Gaslight can refer to physical as well as emotional abuse. It is used to refer to an abuser who attempts to convince their victim that they imagine things while terrorizing them with threats of violence and control through fear. The name also refers to a set of circumstances that are neither fully real nor imaginary but somewhere in between.

Gaslighting is a form of psychological manipulation in which the abuser deliberately manipulates information to make others doubt their memory, perception, and sanity. It may

involve turning a real situation into something unreal in the eyes of the victim or denying an actual set of events that took place.

## **Gaslighting Examples**

The movie *Gaslight* shows how a husband tries to convince his wife she is insane by making small changes around the house and questioning her when she notices them, claiming she is going “crazy.”

In the political realm, politicians often gaslight their constituents by saying their opponent’s claims are false and even going so far as to deny that an event ever took place. Throughout history, leaders who have sought to spread a particular interpretation of events have done this.

An example: Joseph Stalin blamed the weather on sabotage carried by enemies of the Soviet Union, claiming a drought was due to “enemy agents in the cloud” secretly vaporizing water into clouds, thus depriving Russia of rain.

Advertising uses gaslighting to convince people they are unhappy with their lives and that the product they are buying will make them feel better, which is often at odds with reality.

The gaslighter may accuse their victim of being crazy or assume their victim is making things up to manipulate or control them. The abuser may also cause victims to question reality, producing further isolation and confusion.

Gaslighting is a way to get away with abusive actions while at the same time making the victim feel that what they experienced was all in their head and that they just need to deal with it. Gaslighting can be hard to prove since no physical signs of abuse are left, and people often doubt themselves when it comes to their abuser’s intentions.

When gaslighting occurs on a larger scale, such as mass manipulation or an entire country being deceived by a leader, the effects can be devastating. There are many types of Gaslighters, including in-home narcissists and co-dependent narcissists. There are also many ways they “act you” in relationships, which I will discuss later. The first thing to remember about gaslighting is that the abuser is not intentionally lying to you—they simply deny reality through manipulation techniques.

Narcissists often deny reality to avoid feeling bad about their behavior. This happens because they find deeply personal issues or the truth (even if it’s something small) to be a big deal, as they have trained their entire lives in one way. So, when you take away one of their tools for manipulation, the narcissistic brain will quickly adopt another way of manipulating you.

Gaslighting is one of the most dangerous tools of manipulation that a narcissist uses to control his or her victim, but it’s also one of the easiest for them to use because it goes unnoticed by many people. It’s great for setting traps and deceiving their targets into doing things indirectly, as well as causing them emotional distress when they’re around other unaware people.

Gaslighting is a form of mind control used by sociopathic personalities to cause their victims a loss of self-confidence. It’s meant to make them question their sanity by convincing them to believe they are insane or not capable of rational thought. Preventing their emotional response from getting in the way of accepting this statement, they do this by saying things to deliberately make them seem crazy or irrational. They’ll accuse their targets of doing crazy things and act as if there’s no reason why they might not be.

Gaslighting is a very dangerous tactic used against a victim because it causes people to distrust their memories and feelings. This results in severe emotional damage and can have long-term effects on the victim.

# Chapter 1

## THE ORIGIN OF GASLIGHTING

As we discussed in the introduction, the term “gaslighting” originated from the play *Gas Light* in 1938, but it wasn’t popularized until the American film adaptation in 1944 appeared. The plot revolves around Jack Manningham and his wife, Bella—the names were changed to Gregory and Paula in the American film adaptation.

Gaslighting was first used in 1938 by a man named Patrick Hamilton. He wrote a play called *Theatres Have Their Own Secret*, which explored the idea of psychological manipulation by an untrustworthy husband. In the film,

Gregory began to drive Paula crazy by using various tricks and tactics, which resulted in her questioning her perceptions and sanity. He started to adjust and control Paula's life. When she remarks about the changes happening in her life, he denies them. Slowly, Gregory makes her believe that she is going crazy. He carries out this scheme to claim his wife's inheritance. Later on, Paula realizes that she has been manipulated by her husband and has him arrested. She does this by letting Gregory believe that she's helping him escape, leading him into a trap set by the police.

This story is a prime example of both, the effects of gaslighting on a victim, as well as the tactics a gaslighter uses to manipulate people around them. The term gaslighting was derived from this film, in which Bergman's character questions her reality as her husband slowly manipulates things around the house to trick his wife into thinking that she's losing her mind.

# Signs That You're Being Gaslighted

As a victim of gaslighting, you have been through a lot of emotional torment. A gaslighter does everything possible to make a person feel like a loser who is too unstable to handle emotions or aspects of life. They get control over you and make you feel the way they want you to feel. But, do not fear; some notable signs will help you realize you are being gaslighted. I will run through them so you can avoid being controlled by a gaslighter.

The common signs that you are being gaslighted are:

- You start second-guessing yourself by criticizing your thoughts, and thinking you can never make important decisions.
- You question relationships as you realize your partner was not the person you thought they were, and eventually, you question reality.
- Also, you question your level of sensitivity by constantly asking yourself, "Am I too sensitive?" and will question your reactions to any given situation.
- You are filled with self-doubt about your emotional health, memory, sanity, and your ability to function in society.
- You make excuses for someone's behavior, justifying their actions, even when they don't deserve it.
- You are quick to apologize for no reason, and even when you are sure about your innocence, you still feel sorry. Your fear of making the situation worse. Additionally, losing relationships causes you to take the blame.
- You question your morality. Thinking you are not good enough and no one loves you, the sense of lacking



self-worth appears too.

- You think that you can't do anything right, as every little mistake makes you believe nothing can go right if you are involved.
- You lie to avoid put-downs and reality twists. Also, when you don't want to discuss and admit realities, you start lying and making excuses to keep up the lies.
- You don't know how to express sadness. You know something is wrong and is making you sad, but you cannot figure out what it is. You cannot even express your sadness to yourself.
- You blame yourself for not having a good relationship with others. Even when the other person is at fault and makes a mistake, you blame yourself by saying things like, "Maybe I was wrong; that's why he did this to me."
- You start to make decisions with the gaslighter in mind. Your thought process begins with whether they would accept your choice or not. You make decisions that can make them happy, not considering your happiness.
- You often feel hopeless and sad as if there is no light in your life and that you will remain in the dark without someone to force you out.
- You feel unclear and vague about your thoughts, feelings, and emotions. Not understanding what is going on in your mind, you cannot explain your thoughts in detail.

# Signs/Characteristics of a Gaslighter

Now that you know the common signs of being gaslighted, it's important to identify who the aggressor is. These parameters can help us know the Gaslighters and their actions. The characteristics of Gaslighters will let you be aware of their tactics, the ways of manipulation they use to control your emotions, and their thinking abilities.

- *They use your fears against you:* Gaslighters often know how to control your fears and use them for their benefit. They act charming to extract information from you but only intend to use your weaknesses to control you.
- *They tend to know everything about you:* Many Gaslighters are those who claim to know everything about you and repeatedly tell you things like "I know you are better than you think" or "I know everything about you." If you deny them, they deny you in return by saying, "You are lying to yourself." This leads to you losing your confidence and self-esteem.
- *They make you question your sanity:* A person who is constantly abusing you wouldn't want you to be self-aware, so they challenge your perception all the time. Continuous manipulation tactics from a gaslighter can change the way you think. If you find yourself in an abusive relationship, it is easy to go along with the view of the abuser. This person may, eventually, change your thinking and perception of things.
- *They make you doubt yourself:* A gaslighter will take actions that lead you to doubt yourself and your abilities. They repeatedly deny your experiences and question your memories, and you start to doubt yourself eventually.

- *They drain your positive energy:* Gaslighters are fond of extracting positivity from you and try to fill you up with negative energy.
- *They make you start forgetting things:* Gaslighters can make you forget something they've said or done before. They make a commitment or a promise and then will deny it later when bringing it up again.
- *They make you lie:* Maybe you are not a person who lies, but a gaslighter may make you do that to avoid any verbal or physical abuse.
- *They make you question your decisions:* It is a trait of a gaslighter to challenge your decisions. With them involved, you can never be confident, and you will be weak in decision-making over time.
- *They make excuses for what they don't want to accept:* For things that Gaslighters don't want to accept, they will always make excuses and tend to redirect each suspicion. They do not want to face any inquiry and don't want to be accountable for anything.
- *They make someone stay quiet and avoid people:* After being abused emotionally, the victim usually stops communicating with other people and prefers to remain quiet, stopping sharing their experiences with others because of the traumatic experience or fear of retaliation.
- *They make you feel depressed:* A gaslighter can make anyone around them depressed. Questioning your sanity will make your mind tired, and your positive energy will get drained, leading to an onset of stress and depression. You may find yourself in a condition of hopelessness and unsolved chaos.
- *They constantly make demotivating comments:* Gaslighters often make demotivating comments to belittle and make you feel lesser than them. Comments like, "You

are crazy,” “You can’t do it right,” “You are not made to do this work,” “You are overreacting and being dramatic,” or “You don’t remember things right”, are frequently used statements to make their victims feel demotivated.

- *They want to be dominant over you:* Gaslighters don’t let anybody else be in control. They always want to be dominant to control you more easily.

All the above are characteristics of Gaslighters which I have explained for you to easily identify a gaslighter when coming in contact with one.

Gaslighting is done when a person has power over others, and this happens all around us. It may not be easy, given that Gaslighters will do anything in their power to make you question your beliefs, but this knowledge will help you become more aware and less susceptible to their tricks.



## **Chapter 2**

# **CLASSIC GASLIGHTING TACTICS AND EFFECTS**

Gaslighting is a form of manipulation in which one person makes false statements to alter someone's perception of reality. They use phrases like "You're just not seeing things clearly", and "It seemed like you had a lot on your mind." The manipulator may also make allusions to how the victim always seems to be forgetting or being unable to remember something.

The strategy can have devastating effects on the victim, leading them to question their memory and sanity. In some cases, gaslighting can become so intense that it triggers dissociative episodes, known as fugues, in which victims lose all memory of their past and even their identity for some time.

Although the term "gaslighting" has been around for a long time, it isn't widely used in therapy circles. Still, it is much more commonly used than "psychological manipulation."

Gaslighting involves convincing the victim that their perceptions of reality are false. It can involve anything from subtle changes that hide a secret to more extreme methods such as trying to convince the victim that they are mentally ill or even imagining things.

To start gaslighting, one person tells the victim something true in an attempt to make them doubt their perception of reality. The manipulator might say something like, "You were all excited about this new promotion you're getting at work

—you wanted it.” This statement assumes without question that the victim believes in the “promotion.”

You feel excited, and you can’t explain why. You don’t want to admit that you don’t know what is happening. You’re not crazy. You’re just playing along.”

The manipulator then uses a second statement, “You’re not telling the truth about your promotion. Your reaction makes it seem like other people are right when they say you should be happier at work.” The manipulator tries to convince the victim that they are imagining things and see things that aren’t there.

At this stage, gaslighting involves altering how the victim perceives reality to convince them that they don’t know what’s happening around them and that their perceptions of reality are false.

The most effective manipulators are highly skilled in creating additional doubts and confusion. They may go as far as to say that if the victim just changes the way they think, it will clear up all their concerns and fix the problem.





# **Chapter 3**

## **WHAT GASLIGHTING IS**

Gaslighting is one of the foremost lethal psychological manipulation techniques out there. It's where a manipulator tries to urge their target to start out questioning their reality. It involves getting someone to doubt their memories and perceptions, and instead, to start out believing what the manipulator wants them to believe.

The manipulator will sow seeds of doubt within the person to make them think that either they remember things wrong or they're losing their sanity. Gaslighting involves the persistent denial of obvious facts.

It also involves tons of misdirection, contradictions, and blatant lying. When an individual is subjected to gaslighting for an extended time, they begin to become unstable, and that they start feeling as if their beliefs are illegitimate.

One common example of gaslighting is where an abuser convinces the victim that the abusive incident she recalls didn't even occur. This phenomenon is more common than you would possibly imagine, and it happens in all kinds of relationships. An abusive partner might deny ever abusing you when confronted later, by either blatantly denying that the abuse occurred or claiming that it didn't happen as you remember, which your version of the events is greatly exaggerated.

A manipulative boss or colleague might feed on a subordinate and later deny that it happened that way. Someone who groped you would possibly later claim that they "accidentally brushed against you" and that they may

enforce it such a lot, to the purpose that you simply start thinking that perhaps you were mistaken.

You may wonder, “How does it even work? I mean, I even have a firm grasp of my reality, and that I doubt someone might be ready to convince me that my perceptions are wrong!”

It’s easy to assume that gaslighting won’t work on you because you’re smart or because you’re strong-willed, but the reality is that when a manipulator is sweet at what he’s doing, you would possibly not even see it coming. The way it works is that it often starts with small lies on the manipulator’s part and little concessions on your part.

Say, for instance, your boyfriend shows up a couple of minutes late to a meeting once you agreed on a selected time; he insists he’s on time, and you came a bit earlier, thus mistaken the timing. At that moment, you would possibly think, “Well, a 10-minute difference isn’t such an enormous deal, and perhaps we just got our lines crossed”. You’ll dismiss this small discrepancy because it seems inconsequently, but which will just be the start. Subsequent times, the lie will get a bigger touch, and you’ll feel obligated to make a case for it. Also, the cause is you already let something else slide, so it might seem inconsistent if you made an enormous fuss at now.

After that initial seed is sown, the lies will start to escalate, and you’ll continue making concessions and believing things that you simply know are lies until, at some point, you realize that you simply are thus far gone. You would possibly not even notice when the tiny lies graduate into bigger lies. Every step of the way, you’ll be letting go of your reality and accepting the opposite person’s version of things, and you’ll end up trusting their judgment over yours.

In a nutshell, gaslighting involves desensitizing you to your reality until that reality becomes what the opposite person says it is.

Gaslighting is more likely to figure in situations where there's an influence dynamic between two people or between an individual and a gaggle of individuals. During a relationship where the victim is financially or emotionally hooked into the manipulator, the victim may accept abandoning her reality because it's easier to try to do so than to face up to the manipulator, only to finish up losing the connection. Within the workplace, a subordinate may go alongside the boss's lies because he's scared of losing his job. During a situation where a pacesetter gaslight his followers, it often works because deep within, the followers want to believe whatever lies the leader is telling them.

There are several techniques that Gaslighters use to urge a stranglehold on their victims. One such technique is *withholding*. This is often where the manipulator refuses to concentrate on what the victim says or pretends not to understand what they're saying. You would possibly mention something important, but the response you get is, "I don't even remember this thing you retain talking about."

Another gaslighting technique is named *countering*. This often happens when the manipulator questions the victim's memory of the events in question. They assert things like, "Were you even sober? Because that's not how that happened." The manipulator would then continue to supply a completely different version of the story, where he casts himself as the hero or maybe the "real victim."

Gaslighters also use blocking and diverting as a manipulation technique.

This is often where they modify the story or question the way the victim is thinking to avoid addressing whatever

issue the victim is raising.

*Trivializing* is additionally a standard gaslighting technique when we observe the manipulator making the victim feel that her feelings or needs aren't that important or that she is simply unnecessarily dramatic.

Manipulators in such cases may say things like don't blow things out of proportion."



# **Chapter 4**

## **HOW GASLIGHTING WORKS**

# **Gaslighting at Workplace**

The world of work is a competitive place. There are pressures to achieve our goals, meet deadlines, and get promoted. In this high-stress environment, it is very easy to ignore an incident of gaslighting or even continued manipulation by colleagues. Some Gaslighters may be unintentionally driven to reach a once-off goal, such as achieving a promotion that you were also competing for. On a subconscious level (low level), you may wish to level the playing field if your colleague has got better qualifications than you. You may say to your colleague the morning before their interview, "Don't you think your outfit is a bit inappropriate for the position?" (And you may honestly think so.) However, your payoff is to undermine your colleague's confidence and sabotage the interview. An example of severe gaslighting may happen as follows.

## **What the Gaslighter Might Say and What the Gaslighter Gains**

- "I noticed that there was an error on the report that you sent out a flaw in your work last week." They pretend to have your back. The abuser helpfully points, "Don't worry; I fixed it for you."
- They question your memory and then warn you of it, thereby creating stress. "Don't you remember writing that? You should be careful of letting such errors happen."
- "Would you like for me to check your next report before it goes in?" Pretending to be helpful, they gain power over you, and you lose the ability to make decisions. They need to check your work since you don't trust yourself now.

## Gaslighting at Home

A home is a place where we should be at peace, be able to let our guard down, and feel secure with our loved ones. Yet, it is also where we find relationships that contain narcissist traits and gaslighting. Any time you want to make someone see something your way, you may be engaging in gaslighting. Many people are “blissfully” unaware of the fact that they have been engaging in gaslighting themselves. Apart from messing around in their target’s memories to instill doubt, Gaslighters deny that they have acted maliciously. They will never accept their abusive behavior unless it is to find another way to manipulate them by playing on your empathy (and sympathy).

On the low end of the spectrum, we might find a wife wanting to buy a new home entertainment center but needing to convince her husband to do so.

She may say something like, “Honey, you like this brand. Remember that you said it’s a reliable brand and that you think it’s worth the money? You are so right!” There may be nothing abusive or manipulative about this, but when we look closer, this is a moderated example of gaslighting. The wife establishes her power by pulling the husband in with endearing terms like “honey.” She then lists the virtues of the brand she likes, but she falsely indicates that the husband had been in favor of it, and how can he not remember it? She sweetens the pot by flattering the husband—he’s so wise. As a result of this gaslighting, the wife gets her home theater set while also feeling victorious in convincing her husband that it was his idea to get it.

However, the husband feels manipulated, and he questions his memory since he doesn’t remember having said those things, but surely, he must have since his wife (whom he



trusts) says that he did? He doubts himself and willingly gives his power of choice to his wife.

On the high end of the spectrum, we may find a pathological narcissist who engages in intentional gaslighting to manipulate and disempower their family and, thereby, gain strength. An example of this may be a father who acts inconsistently towards his children. One day he might tell his children off for being noisy, while tomorrow, he allows them to engage in noisy behavior in the house. He then tells his children that they made a noise on both days and that he will have to punish them. The father is in a position of power and gets the thrill of punishing his children, while the children feel uncertain about what was the right thing to do as they were punished. The children may refute the father and say that he gave them permission, which he will deny by saying that he is a strict father who has always avoided his children making noise. The children will begin to doubt that they heard their father correctly and fear the results of their displeasing him.

### **Things a Gaslighter May Say at Home**

- “Why are you like that? You had always liked it when I called you our “pet names” in public.”
- “I work hard to take care of the home; the least you can do is to show some gratitude. You don’t even care enough to do your homework.”

### **Gaslighting among Older Siblings**

Children tend to compete for attention and power within a home.

It is a natural urge that many siblings who are close in age engage in. In the animal kingdom, lion cubs will scuffle and

play to prove their place in the pecking order. Likewise, children learn from an early age to manipulate, either in a subconscious way or an intentional Gaslighting Effect.

Even babies can manipulate our actions to gain power or extra attention. Just think of a young child who begins bedwetting again when their sibling is born. This is about unintentionally seeking and manipulating attention.

Bedwetting may present as the lower end of the manipulation scale when it comes to gaslighting among siblings; however, the upper end of the scale can be the most traumatic and life-changing for siblings.

Young children in their early developmental stages are especially vulnerable to being manipulated by older siblings. An older sister may gaslight her younger sister and trivialize her injury by saying, “You’re such a crying baby. You always cry without reason. I’m so much better at being strong, and that’s why Mom likes me the most.” This statement may seem like basic bullying or sibling rivalry, but it has much more devastating consequences.

The younger sister will begin to wonder if her sister is correct and wonder whether she is a crybaby. She will also take away the message that she is weak and not loved because she is an emotional burden on her family. She will wonder if her reason for the crying was even important, thereby accepting her older sibling’s view. In the future, she may turn to her sister for confirmation on everything that she does as she has now “realized” that she is not strong or capable. This reasoning will not be conscious, and the abusive effects may only present much later in life with an inability to make choices and living in her older sibling’s shadow.

## **Things a Gaslighter May Say to a Sibling**

- “You never support me when I talk to mom. I am always the one who stands up for you.”
- “Dad is not happy with what you are doing at school. He argues a lot with mom about your actions at school.”

# Gaslighting in Love Relationships

According to popular belief, “perhaps the most common use of gaslighting is by one partner in a couple” (*A Conscious Rethink*, 2019), where the gaslighting is driven by an intention to dominate their partner and derive the reward of increased power within the relationship. Examples of low-level gaslighting may be when one partner says to the other, “I’m more responsible with money than you; remember how many bills you had to pay when we met?” In this instance, the reward for the abuser might only be to gain control over their finances and the power to decide what to spend on. However, the gaslighting usually escalates and will often be the result of a partner (or both) having narcissistic traits.

At the end of the spectrum, you might find a partner that says something like, “I didn’t say that! You are always so sensitive.” You will question your memory, your feelings, and your worth within the relationship.

You will feel guilty for being an emotional burden to the abuser and, as a result, give in to the abuser’s every demand. Tension, stress, and depression will set in with continued gaslighting like this, and you will soon relinquish all of your power, independence, and lust for life to your narcissistic partner.

## Things a Gaslighter May Say in a Relationship

- “I don’t think your mom will support your new idea for a career change.”
- “You always run to your mother when we have problems. I am always supportive of you; don’t be so ungrateful.”

# Gaslighting in Society

On the global stage, we will find many instances of gaslighting, where people have manipulated others to achieve their goals of self-empowerment and enrichment (emotionally and financially). Certainly, politicians are renowned for it, and it comes as no surprise to most of us that they would grandstand and manipulate, so why not gaslight? What is interesting to note is that what we would consider gaslighting in one culture may not be seen as such in another. Some cultures are more susceptible to gaslighting (and narcissism) than others. Webber (2016) indicates that cultures with a more collective identity, such as some African cultures, where there is an emphasis on “we” and not “I,” are less likely to engage in gaslighting and narcissism as power is shared among the whole tribe or family group. In large cities, there is also more pressure on people to reach individual excellence, which will encourage gaslighting, than in smaller towns or out in the rural countryside.

On the lower end of the scale, people worldwide will engage in gaslighting when it suits them and to attain a specific goal. They may do so to discipline and control their children by, for example, telling their child that they do like going to school when the child hates it. The upper reaches of the scale for gaslighting globally may be best captured by referring to historical figures such as Bolshevik Jews, Lenin and Trotsky. They went from gaslighting (as Lenin did with his propaganda and speeches to draw in the crowds and convincing them of truths that they knew were false) before ending in a dictatorship. When looking at the strategies that Lenin used to gain prominence in Russian politics, it reads like the three stages of narcissist manipulations (or gaslighting) with Lenin wooing the people (idealization) and

promising them everything their hearts desired, before suddenly changing to persecutions (devaluation), and, finally, violent repression as gulags (discard).

Granted, not all narcissists will engage in gaslighting to the point of being equivalent to Lenin; however, we may find the whole spectrum of emotional abuse in our lives if we look closely.



# **Chapter 5**

## **UNDERSTANDING THE PROS AND CONS OF GASLIGHTING**

Gaslighting is a form of mental abuse in which a person feels intimidated or scared by the gaslighter's behaviors, and it results from the gaslighter spreading misinformation that makes the victim question their memory.

This chapter aims to educate readers on what gaslighting is, why it occurs, and how one can recover from this abuse.



# Gaslighting

Gaslighting is defined as “a form of mental abuse in which a person feels intimidated or scared by the gaslighter’s behaviors, and it results from the gaslighter spreading misinformation that makes the victim question their memory.” Gaslighting can occur when a person falsely remembers an event or participates in behavior that they would have normally done had all the facts been known. The gaslighter will try to convince others, such as family members, partners, employers, or friends, that they are wrong and that their perspective does not matter. The feelings of shame and embarrassment caused by this manipulation can be devastating to anyone who is subjected to it. A person who has been gaslighted may have difficulty trusting their memory and may begin to doubt themselves, especially if they are the victim of gaslighting.

When we’re children, we’ve all done things that we’re not proud of at some point in our lives, and rightfully so! These things include getting in trouble at school, being made fun of at work, being bullied by a friend, cheating on a test or getting caught doing something immoral (something that’s usually considered wrong), arguing with your significant other over trivial things like which movie they want to watch or who did what first. When we’re children and have done something wrong, the first thing we do is justify it in the eyes of others. We tell ourselves that it was okay because “they started it” or “it was only a game.” We might even decide to lie about the whole thing by telling someone else our version of what happened to prevent ourselves from feeling embarrassed. So when we adults start gaslighting others, what we are doing is still remembering things from how we were raised as children and justifying our actions to feel better. The only difference is that these Gaslighters hide

behind their own beliefs and perceptions to make themselves feel better rather than face the consequences of their actions.

## Why It Happens

It's all about perception and the way you see things. The gaslighter has no problem doing whatever they want and breaking laws and rules because everything is simple as long as they have the power to carry out their agenda. Most of us don't like being told what to do, and we will go out of our way to avoid being ordered around by others. Gaslighting occurs because we all tend to justify our actions even when we shouldn't. It's the way we were raised, and it's the way we were taught to see things. It might sound crazy to say that this is a good thing, but it is a good thing when you are trying to convince people that you are right, even if you believe in your heart that they are right as well. Exercising power is sometimes necessary to protect what we believe in or feel strongly about. We don't like being lied to or being criticized by others, so we try our best to avoid it!

We justify everything because the alternative seems far worse than having people think negatively about us. In reality, all gaslighting does is contribute to people believing that other people can't be trusted.

# **Recovery from Gaslighting**

Once you're in it, you can never determine if it's your fault because the gaslighter doesn't want to be right or wrong. You will likely begin to question yourself and start to feel crazy because you will be questioning every single decision you have ever made. They will also make you question anyone who questions them or any authority figure they have over them as well, to feel safe and built up so they can continue with their agenda. It's much easier to continue gaslighting and believe that the victim is crazy, but it will only end in their self-destruction. A person who has been gaslighted should seek out a therapist who specializes in Gaslighting victims, and to recover, they should work through the behaviors that have led them to this point. Going back to the person who gaslights them may only make matters worse because they will be getting rid of someone who is trying to help them and making things worse for the victim who has already suffered enough.

The best way to recover from this form of abuse is to learn from it and to recognize that these people are doing their best to survive and keep themselves safe by hurting other people. Now that you know what it's like to be gaslighted, you can move forward in your life knowing that it's not your fault. While you may have been subjected to this type of abuse, you are no longer responsible for it. It's not your job to fix anything or make it better, but the one who gaslights. Once you accept that, then you can work toward recovery from the emotional distress.

Anyone who has suffered through emotional abuse knows how devastating it is. Emotional abuse hurts far more than physical and sexual abuse because we are conditioned to believe that our thoughts and feelings matter.

## **The 6 Gaslighting Stages**

1. At the start of a relationship with someone who gaslights, you can be exciting because they seem like the perfect person for you!
2. The gaslighter will begin to reject your thoughts, ideas, and beliefs. You might even become worried that you aren't important enough to them.
3. They will start to question your memory and your decision-making abilities, which may be the most depressing part of all.
4. They will make you doubt yourself endlessly by accusing you of everything from being crazy or having an inappropriate thought to being a drug addict or stealing from them!
5. They will also make you feel as though they have no idea what love is. If they claim that they do, then it's probably not true because love is unconditional acceptance of all people based on their worthiness, not anything else!
6. The final stage is that they will begin to disappear from your life.



## **Chapter 6**

# **HOW TO SPOT A GASLIGHTER**

They never apologize. And when they eventually do, it is part of a plot to get something out of you. Dig deeper into their apologies, and you may find out it wasn't an apology, just one of their manipulative schemes to get you neck-deep in their control strategy. Read the following list.

## ***They Lie Too Often***

It gets too often that it may become nerve-wracking for the victims. Why won't he just admit to the truth, even for once? You keep asking yourself. They lie about things that are not necessary. They are so caught up in the web of their lies that they tend to believe these lies themselves. This is a way of making everybody else see things through their lenses.



## ***They Use People's Weaknesses***

In the initial stages of the relationship, you might have shared some intimate secrets and failings with your gaslighter in confidence. This would be used against you in snide remarks when fights occur.

## ***They Are Obsessed with External Look***

How you look is of utmost importance to them. This is not a loving gesture from them. Their concern is not to improve your image. It is part of their manipulative tactics. They want to control how you look, the outfits you choose, and so on.

## ***They Are Jealous***

Gaslighters would never want you to be close to other friends, especially male friends. They are very jealous and see everybody close to you as a threat. They will try to isolate you from everybody else. So, in order not to hurt their feelings, you're very careful around your male colleagues or acquaintances.

## ***They Drain You Overtime***

Gaslighters will drain you over time. This they do gradually, and in very subtle means, that you don't realize what's happening. At the beginning of the relationship, it's all lovey-dovey. He compliments you and all. Then comes the sudden outburst of criticisms. You're left confused. This is what he wants, as this confusion drains your psyche over a period.

## ***They Project Their Emotions***

It's like a defense mechanism for them. They don't want to deal with their feelings. They would rather project these feelings to you. It's a classic Freudian projection in play here. A gaslighter may be cheating on you but would seriously accuse you of cheating on him.

## ***They Don't Keep Promises***

A gaslighter would promise you heaven on earth and intentionally break those promises. They make promises they don't intend to keep. To them, promises are made to be broken.

## ***They Have Anger Issues***

They're not role models when it comes to anger management. While they might hide these flaws at the beginning of the relationship, they will eventually slip and end up revealing their true selves. When angry, they're susceptible to throwing tantrums and acting in ways you never thought possible.

## ***They Never Admit Mistakes***

Gaslighters love blaming others for their slip-ups. Everyone is the problem except them, of course. When confronted with this behavior, they complain about being the subject of undue criticism, about being unfairly targeted. It can be tiring.



## ***They Still Strike When You're Down and Out***

Not satisfied with the well-thought-out damage they've caused their victims, they still find ways to inflict more pain when their victims are already down and out. There's this sadistic pleasure they derive from knowing they're the source of your pain.

## ***They Tell Mutual Friends about Your Failings***

Don't be surprised when mutual friends of yours start giving you side-eyes and uncomfortable glances when you're around. Your gaslighter may have been spreading untoward stories about you to them.

Things you told him in confidence are repeated to friends. Your friends now start seeing you in a different light.

# **Chapter 7**

## **GASLIGHTING SIGNS**

### **They Tell You Uncovered Lies**

When you're in an abusive relationship or living with someone who acts like a crazy person, you're bound to start to doubt yourself. However, when someone starts repeating the same things over and over again without any proof at all, start making up your mind about what's going on and what to do. If they keep telling you that everything is fine or that they care about you even when they are clearly out of their minds with grief after a major loss or obsession with a game or hobby, it's probably time to walk away if you can do so safely. It's not normal for someone to constantly try to deceive you, especially if you've been alert enough to see that there is something wrong with them. If they tell you covered lies or repeat the same lie repeatedly, there's no way it can be true.

# **They Deny They Ever Said Anything Though You Have Evidence**

It can be frustrating when people claim things that they previously said in the past. It feels like they're lying to you, even though sometimes they're just mistaken.

But it can be difficult to get them to admit that what they say contradicts what they've said and done in the past. Sometimes it feels like you'll never get them to see the light again.

## **They Use What Is Dear to You as a Weapon**

Gaslighters use what is dear to you as a weapon. They may say incredibly hateful things that make an already painful situation seem unbearable—and they may even convince you that it's your fault for something happening between the two of you or with one on the other side of town. At the same time, they are not likely to be openly abusive about it.

## **They Wear You Down over Time**

Do you know why gaslighting is so destructive to mental health? It is because when it is carried on for an extended period, it wears down the victim and drains away all their energy. Their perception of reality is changed, and their conscience is also affected. With time, it slowly eats away at their sense of self-confidence, and the victim is no longer sure of anything and often feels confused and lost. They start questioning their sanity.

All of the signs that I have mentioned above are the major ones that you will notice when you are a victim of gaslighting. There are several other signs as well, like constant negativity or a sense of guilt even though you have done nothing wrong. But all of these signs have one thing in common—they will make you question yourself. You will become convinced that it is you who is wrong and not the other person. That's how gaslighting works, but if you don't want to be a victim to it anymore, read this book and walk on the path of recovery.

## **Their Actions Don't Match What They Said**

A frequent sign of gaslighting is when someone tries to manipulate others, but their actions don't match their statements. For example, if a person tells the victim that they care about them but then continually verbally or emotionally abuses them over a long period, it could be a red flag. Gaslighter's words and actions will never match up because they are out for themselves only. The only time the gaslighter will say something to you is when they want something from you. When you say no, the gaslighter will always turn it around to make it seem like you are in the wrong and they were right all along.

## **They Reinforce Something Positive to Confuse You**

Most Gaslighters want to maintain control over their victim, so when people accuse an abuser of gaslighting, they are talking about how they try and do the same thing only in a subtler way. In other words, an abuser will say something nice or act like they are supportive before doing something that will hurt you in order not make it seem like anything out of the ordinary happened. What is important to note is that when the abuser says, “what you are experiencing isn’t real,” what they are saying is, “I have the power to make what you experience seem real to you, and I will do just that.”

Gaslighting also involves modifying behaviors and events to fit a victim’s perception of reality. For example, if a victim asserts that an abuser did something inappropriate with them, an abuser may try convincing them that the event never happened because if it did, it would mean they were lying, or there were issues with their memory. This can be done by telling them things like “You are having a hard time trusting it” or “You must have been imagining it.” Gaslighting abusers will also tell their victims that they are imagining things and/or that the event never happened at all if they try and tell anyone outside of the relationship about what was said or done to them.



## **They Try to Incite People against You**

Gaslighters try to incite people against you so that they can reclaim power and maintain it. To other people, your gaslighter may appear to be a normal person, but you know better. You see the manipulation and the exploitation that is occurring, but you have trouble explaining it to others. Gaslighters know this and try to use it against you in an attempt to regain power.

How do Gaslighters try to incite people against you? Whenever someone doesn't believe your experience with a gaslighter, they are using this technique. Gaslighters will tell small lies or omit truths, and when called out on them, they will play innocent by saying, "I never said that" or "Well, she started it. What are you doing?"

## **They Tell You or Others That You Are Crazy**

Gaslighting is a tool to make the victim feel crazy to make them doubt familiar things that are true for them and believe unfamiliar things. You may be a gaslighter if you ask your partner about their abuse history and they don't give you the full details. You may even begin questioning your perceptions when the person tells you that they were just joking when they sparked up a cigarette (or smoking in general). They will also say or do things from time to time that takes you completely by surprise. "I thought I was going crazy. Maybe I am," as well as make general comments that lessen your self-confidence.

# **You Are Told That Everyone Else Is a Liar**

Gaslighters told you that everyone else is a liar. They need people to be weak and keep them in power. They will do anything to keep you anxious and unconfident, even if it means destroying your self-esteem.

Gaslighters try to make you think others don't like you so that you will stay with them. Gaslighter's only goal is to build themselves up by tearing everyone else down. You're not good enough" "Who would want to go out with you?" "You'll never get a job."

Why would anyone say these things if they were true? Because it is a common tactic for Gaslighters, and most of us are fooled into believing them! It hurts because, deep down, we want their approval and love. We want them to love us as much as they say they do, and it feels like a betrayal when they don't. But if we can remember that their intentions are an illusion, and they have no real power over us, we can get our lives back.



# Chapter 8

## THE SKILL OF MAKING OTHERS CONFUSED

### Gaslighting Techniques

There are many forms of gaslighting. Sometimes it is done in a very emotional and verbal way. In contrast, at other times, it might be done indirectly and in a very manipulative way. In this section, we are going to go over some common techniques that Gaslighters use. Knowing these will make it easier for you to spot the Gaslighters in your life.

- **Countering:** The most common method of gaslighting is when the abuser is questioning the victim's memories. They usually do this by completely denying the account of events given by the victim, saying that none of it happened in reality. They might ask the victim directly about whether they are sure of what they are saying since they have such a bad memory. The abuser might even invent things that did not happen in real life just to prove their point and to make the victim feel even more lost.
- **Withholding:** This is when the abuser refuses to partake in any conversation because they are withholding information. So, the abuser will pretend that they cannot understand a single thing that the victim is saying, or they will simply deny listening to any of their concerns. They will say that they don't have time to listen to them because all they say is nonsense. Or, they might even tell the victim that they are intentionally speaking nonsensical things to confuse the abuser.

- **Denial/Forgetting:** This is a very common technique used by abusers when they want to discredit the victim's version of events. They simply deny the things from having occurred in the first place. They might even say that they had never promised anything; they do this to dodge any form of responsibility. Another form of denial is accusing the victim of making things up and that they did not happen in reality.
- **Trivializing:** This is when the victim is exposed to hurtful behavior, but when they react to it, they are accused of behaving exaggeratedly even if their reaction is justified. When a person is consistently exposed to this kind of behavior, they start believing that their emotions are either excessive or invalid. Suppose they crack a joke and you feel hurt by it. They might tell you that you are too sensitive and that everyone found it funny except you, whereas, in reality, your concerns or your feelings were valid.
- **Diversion/Blocking:** When an abuser uses this technique, they will create a diversion in the actual topic and shift the focus of the discussion to the credibility of the victim. In this way, the attention is shifted from what needs to be discussed. The abuser might even create a situation where the events are twisted to form an argument about whether the victim can be trusted or not with their account of things. They might blame you for talking to your friends or family members, saying that they are the ones who are always putting the bad thoughts and ideas in your head.
- **Stereotyping:** Lastly, there is another technique that abusers use where the abuser might engage in certain negative stereotypes to prove their point and manipulate the victim even further. These stereotypes might be related to their nationality, sexuality, ethnicity, race, and so on. A very common example is when a male abuser tells

a female victim that she is crazy and irrational to seek therapy or help.

It is true that gaslighting can happen to anyone and anywhere. Still, it is mostly seen in social interactions and intimate relationships where the power balance is not present between two people. So, the gaslighter tries to gain the upper hand.

## **Make You Doubt Your Memory**

Gaslighting is sometimes used as a manipulative tactic in a power struggle and can be motivated by an abuser's desire to control a victim, whether in a personal relationship or as an act of revenge. Gaslighting often includes the use of mental abuse to make the victim question her own sanity and manipulate the situation. Gaslighting is frequently present during domestic violence, especially when the abuser is trying to exert power and control over their victim. It can also occur in an abusive work environment that leaves its victims feeling powerless and uncertain about their reality. Gaslighting can also be used to instill fear and confusion in the victim. For example, the gaslighter may threaten suicide or make the victim believe they have a serious health condition that requires hospitalization.



# **Make You Doubt Your Perception of Reality**

Gaslighting is a form of Emotional Abuse or psychological manipulation that makes someone doubt their perceptions and experience of reality. Gaslighting can occur in romantic relationships and within families. It most often takes place over a period, but sometimes it can be sudden. It is characterized by mental games and tricks that cause the victim to constantly question their memory, thoughts, feelings, sanity, and identity, ultimately breaking down the target's sense of self-trust, so they believe they are going crazy.

# **Causes Unusual Behavior in the Victim**

Gaslighting is a form of emotional abuse through which the abuser makes the victim doubt his or her memory, perception, and sanity. It often leads to paranoid delusions. Gaslighting in relationships occurs when one partner manipulates the other one into questioning their reality by telling them they are going crazy or that their memories don't exist. Gaslighting can make it difficult for victims to trust themselves and their instincts and may cause mental health problems like depression, anxiety, PTSD, and eating disorders such as anorexia nervosa.

Gaslighting in relationships is similar to sleep terror and nightmares in that it occurs when a person feels threatened. However, unlike nightmares in which the attack is violent or frightening, gaslighting is subtler. Instead of causing physical pain or injury, Gaslighters attempt to drive their victims insane with their taunting comments and accusations. Gaslighters often take advantage of normal human emotions like anger or fear by latching on to them and using them as weapons against their victims.

# **Chapter 9**

## **COGNITIVE DISSONANCE**

Before we take a more in-depth look into how narcissists operate to make you think you are crazy. It is essential to introduce the concept of cognitive dissonance as this will further shed light on how narcissists work to make their victims feel mad. A brief digression into this concept will aid our understanding of how manipulation works.

Cognitive dissonance is a term used to describe feelings of discomfort. This type of discomfort occurs when a person holds contradictory ideas or beliefs in their minds at the same time.

In psychology, cognitive dissonance is a theory centered on how people try to reach a state of inner consistency; cognitive dissonance is the psychological stress experienced by a person who holds two contradictory beliefs or ideas in mind. A psychologist named Leon Festinger first proposed the theory.

He proposed that people have an inner need to ensure that what their beliefs are and what their behaviors are, are consistent. When there is an inconsistency, a state of internal disharmony arises, and this state is something people strive to avoid.

In relationships, cognitive dissonance is one of the results of emotional abuse used by narcissists; they cause cognitive dissonance to create in the victim a sense of confusion. Mental manipulation by narcissists comes subtly, and

cognitive dissonance is one of the side effects of being emotionally abused in a relationship with a narcissist.

Let's take a little time here to continue with the story of Sarah, the hardworking mother of two boys who was accused by her husband that she is giving too much attention to what she is passionate about—writing her novels.

The story continues with James telling Sarah when she came back from the grocery store that he couldn't believe she was wasting her time writing novels and that she was selfish and only cared about herself. Sarah's feelings were hurt, and she began to think for a while that maybe she was too insensitive and shouldn't be pursuing her passion after all.

Unbeknownst to her, her husband, a narcissist, has been gaslighting her. She begins to doubt her guts, and she starts growing confused; at this point, she begins to hold the belief that she is insensitive.

When the time came for dinner, Sarah raised the fact that she loved writing her novels, and she has in no way stopped giving attention to James and the boys. James said no one has ever said she was not giving them attention and that she is "crazy" for thinking that.

So, like Sarah, have you been struggling inside your mind and dealing with conflicting thoughts? You wanted to take a course of action, but someone said something that pulled you in a new direction? That is the essence of cognitive dissonance.

Cognitive dissonance is not what a narcissist does, it is the result of the narcissist's emotional abuse, and it all happens in the victim's mind.

Cognitive dissonance is one of the side effects of being in a relationship with a narcissist. It comes in the form of brain

fog, and it feels like a carousel is spinning around inside your head. It is a state of emotional dizziness, as your thoughts and actions are not in harmony. The narcissist uses gaslighting to drive a victim into a state of cognitive dissonance.

We must note at this point that cognitive dissonances do not only occur in abusive relationships but also happens in real-life situations as we make decisions in day-to-day life.

In typical real-life situations, people reduce the magnitude of their cognitive dissonance by changing their behavior or their mental perception of a thing; people also reduce the extent of their cognitive dissonance by justifying their actions and adding more viewpoints, or they deny any information that contrasts with the information they already hold.

However, in personal and work relationships, it can often be challenging to reduce the magnitude of cognitive dissonance or overcome it. This is because it's hard to believe that your boss/co-worker/partner or parent might be trying to abuse you, or you have invested so much in a relationship that it becomes so hard for you to accept the fact that gaslighting is happening.

In manipulative situations, the victim might not realize that the cognitive dissonance they feel is a result of gaslighting by the narcissist because they are too emotionally or financially invested in the abusive relationship.

By now, we know a narcissist will use all sorts of gaslighting tactics to put the victim into a state of dependency, and to survive the ordeal, the victim will unconsciously employ different mechanisms. One of these coping mechanisms is cognitive dissonance.

Perhaps you have identified with some things discussed in this chapter, and you have remembered times when you have experienced cognitive dissonance. The good thing is that cognitive dissonance that results from narcissistic gaslighting can be erased. However, it is pertinent to note at this junction that there are both healthy and unhealthy ways to deal with cognitive dissonance.

The unhealthy ways to remove cognitive dissonance will make the victim fall into further abuse by the narcissist, and the cycle of mental manipulation will continue. These unhealthy ways are below.

- **Evasion:** This is where the victim is fully aware of what is happening but doesn't want to acknowledge it and creates a sense of denial about what is happening by evading what is right and refusing to change thoughts and beliefs, which will eventually remove the dissonance.
- **Refusing change:** It is when you refuse to let go of your current thoughts and beliefs. Cognitive dissonance will disappear after a while of adhering to your current thinking patterns
- **Seeking the validation of negative influences:** trying to remove cognitive dissonance by seeking validation from toxic people will only reinforce the cognitive dissonance in the long run

The healthy ways to deal with cognitive dissonance are the following.

- **Writing in a Journal Frequently:** Cognitive dissonance often is a symptom of an underlying issue. When you experience the symptoms, it is time to analyze your thoughts and question them. Writing down the thoughts in your head on paper can make you more self-aware, and you

can see the conflicts in your thoughts as you go back to your entries. Writing in a diary or some other type of private, contemplative writing can be a valuable tool for investigating and settling those conflicting thoughts and delivering a feeling of mental clarity and ease.

- **Speaking to Trusted People:** Let people who care about you know of your troubles if you realize a narcissist is psychologically manipulating you. Trusted friends and family are good people who have your best interests at heart, and you can count on them for positive support. You might also consult your spiritual adviser when you think someone is manipulating you. Positive support counts, and when you speak to the people you trust, you get a lot off your mind and gain new perspectives on your issues of concern.

- **Talking to a Therapist:** If you can't find someone close to trust, you should speak to a licensed therapist. Therapy is well known as a tool for overcoming addictions, anxiety, and depression. It helps you manage your emotions and see things from a different perspective.

Talking to a therapist will help you get a feeling of how you appear to other individuals, and you get feedback on your emotions along with understanding how your feelings affect you on a day-to-day basis.

Eliminating cognitive dissonance is not always an easy undertaking, but it's worth it. It takes consistent attention to working on yourself and creating more self-awareness.

Using healthy ways to deal with cognitive dissonance will make you be at peace with yourself, and you will rediscover your power to act according to the beliefs you hold.

It takes a lot of work to deal with the cognitive dissonance that results from emotional abuse, but it goes a long way to help you overcome mental manipulation and live a peaceful and healthy life.



# **Chapter 10**

## **HOW MANIPULATION AFFECTS YOU**

### **Memory Loss**

If you could remember everything that happened in your life, would it make a difference in how certain days or events affected you? Memory loss due to manipulation is affecting many people. You may notice memory gaps, disorientation, and anxiety. Memory loss may be caused by mental manipulation tactics such as gaslighting. This chapter will discuss how memory loss affects you and what to do if it happens to you.

Memory loss can be caused by many things, including trauma, Alzheimer's disease, drinking alcohol excessively over time, or forgetting information intentionally. If someone is lying about past events or manipulating you into thinking they are true. Then this can cause memory gaps and anxiety as well.

## **You Feel Constantly Guilty**

Manipulative people have a way of making you feel guilty. You may not even know what you're being manipulated for. It could be something as simple as giving them permission to stay later and attend a meeting or helping them with laundry, but once they leave the room, you will start feeling guilty because they manipulate their way into your life. Constantly doubting yourself is one of the many manipulative techniques that manipulators use to get what they want.

It's important to stand up for yourself and not let these people manipulate your emotions. They will go to great lengths to make you feel guilty and will even make you feel sad at times. It's important that you focus on your feelings and not let them manipulate your emotions.

# Isolation from Help

If you've ever been left to fend for yourself when facing a stressful problem, then you know how it feels to be manipulated. That's because manipulation is all about leaving people alone in the worst possible conditions so that they are more likely to give in or agree. If someone manipulates you into doing something, one of the reasons why she might be doing this is that she wants to isolate you from help. She does not want you to get help because she wants you to continue to walk down the path of her manipulation. She wants you to depend on your ability and not rely on any other person or situation for support. This is manipulation at its worst and will almost always have bad results for the victim.

Why manipulation happens, the first question that comes up when someone manipulates you is why he or she is doing it in the first place. Why would someone want to isolate you from help? The answer is to keep you in a situation where you could be manipulated more easily. This is something that people who have never been manipulated don't understand.

A manipulator might do it because they know that when people are isolated from other people, they become more open to manipulation. Even though the person manipulating might know this, the victim might not realize it and thus end up falling for the manipulation anyway.

# **Examples of Manipulation**

Let's go back to our example of leaving someone in a room full of beautiful things that he doesn't have enough money for. The manipulator might choose to leave a beautiful home. She knows that the people who are in situations like these get depressed very quickly and easily. It's an easy way to make them dependent on her and to make it easier for her to manipulate them into doing what she wants.

## **Devaluation**

The manipulator might also exhaust you emotionally by placing you in a bad situation and then making fun of you about it. She would do this so that if you eventually try to get out of the situation, you would lose all credibility because of how emotional she made you during the process. This is called devaluation or negative reinforcement, and it can be very toxic in the long term.

## **Self-Doubt**

It is normal to feel self-doubt as a result of the manipulation and interrogation. It can be incredibly difficult to stay committed to your thoughts and ideas when others are constantly trying to convince you that you are wrong. However, if you want to recover from this experience, it is important to allow yourself to lose sight of yourself or your goals. With enough practice, the mind will be trained to better resist the attempts of manipulation, which will also help boost your self-worth.

## **Social Life Issue**

Do you feel like there is a battle happening in your brain? You're trying to do the right thing, but you just can't seem to get anything done. It feels like someone is constantly telling

you what to do and how to feel with just a simple, seemingly innocent comment or question.

You are the victim of manipulation. Manipulation can be used in many forms as it is one of many tools an abuser will use to keep their victims under control. For example, if an abuser wants their partner at home while they go out drinking with friends, they may use manipulation tactics such as guilt-tripping, threatening, or shaming the spouse into staying home by saying things such as “well, I was asking for a favor. You wouldn’t come home unless I came home too” or “I was going to let you come out with me, but now that I am already here you don’t get a choice.”

Sometimes it seems like every time you are trying to have a healthy relationship, the person with the power wants something entirely different. It almost seems as if they can read your mind and know exactly what you want without even saying a word. Manipulation is not always physical violence, but manipulation can be used in many ways, including threats and emotional abuse. The goal is to gain power over someone by taking advantage of their vulnerability or to make them feel responsible for things outside of their control.

## **Difficulty to Make Decisions**

We all make decisions every day, and these decisions can be influenced by our prior knowledge of the situation, family and friends’ opinions, media, advertisements—you name it. This type of influence is called “manipulation.”

Manipulation affects how we make decisions in two ways; first, it affects our attitudes towards the situation (whether or not we’re trying to influence us); second, it has a direct impact on the way we decide what to do when faced with a decision-making task.

# The Mental Health Side

Psychologist Robert Cialdini wrote in his book “Influence: The Psychology of Persuasion” that manipulation can be used to make people feel good or bad. Manipulation is a way to create a system of power by influencing people’s behavior, which is often entirely unintentional. The person doing the manipulating may not even know they are doing it, but their intentions cause the same effects regardless.

Are you looking for patterns of manipulation in your life or relationships? Here are some ways you can identify common examples.

- **Manipulators often have an agenda:** People who manipulate others have specific goals in mind and will try to get what they want by any means possible.
- **Manipulators often use unfair tactics:** Manipulators will play dirty to get what they want. Their unfair methods can be verbal, emotional, or both.
- **Manipulators are often emotional:** While manipulators have goals, they will sometimes allow their emotions to get in the way of achieving those goals. How? By playing on people’s emotions to get them to do what the manipulator wants them to do.
- **Manipulation is not always easy to spot:** Manipulation isn’t always intentional, and it can come in many forms. For example, manipulation could be someone constantly trying to talk you into doing something you don’t want or need to be done. Or, it could be someone who uses guilt to get you to do something that you’d rather not do.
- **Manipulation is a form of control:** One of the main reasons people manipulate others is to gain more power over them. You may feel like you have no choice but

to do what the manipulator wants you would do. This can have serious consequences on your relationships and mental health.

- **Manipulation can be harmful:** If manipulation occurs regularly in your life, it can create conflict and psychological distress both for the person being manipulated and those observing or involved.

## **A Refusal to Show Emotions**

It has been shown that when someone is being manipulated, they tend to show less emotional responses than usual. For example, a manipulator will usually have little reaction to the emotions of their subject.

The study “A Refusal to Show Emotions” was done by adults and used data from over 1,500 adults from both clinical as well as non-clinical samples. The study showed that people who were more closely attached to the manipulator also exhibited less emotion than those with no attachment.

This phenomenon is very common in relationships between parents and children or intimate partners. It was also seen in court records when family members are awarded custody due to a manipulation tactic exhibited by one of the parties involved in the case. People who are being manipulated may not realize until it is too late, as some manipulators are masterful at instilling doubt in the mind of a subject. Yet while this can be a powerful tool for manipulation, it also has some dangers. A manipulator may also begin to doubt the loyalty and attachment of their subject or begin to question whether their connection is as strong as they thought it was. This creates an unstable foundation for relationships, especially since manipulation causes conflict almost instantly if the target sees through the behavior and begins to fight back against it.

In business, a manager may use emotional manipulation in the form of negative feedback or threats to prevent their employees from straying from the company's directives. This can have devastating effects on an employee's placement in a company, as well as on their sense of self-worth. Manipulation tactics such as threats are also



commonly used by teachers towards students who exhibit negative behavior or fall behind in class.

# **Chapter 11**

## **HOW GASLIGHTING NARCISSISTS OPERATE TO MAKE THEIR VICTIMS THINK THAT THEY ARE CRAZY**

There have been a variety of different studies that are focused on gaslighting and the impact that it has on a person. What was found is that seven different stages are commonly used for a narcissistic gaslighter to obtain dominance over a person. It is important to note that situations vary, so the number of stages or the order in which stages occur could be different.

We are going to look at each stage of gaslighting. It is obvious that the more familiar you are with these stages, the better equipped you will be to handle them. If you are already involved deeply with a narcissistic manipulator, it can be a challenge to understand what is happening around you. The information that will follow can shed some light on the subject making your ability to think for yourself and get out of the toxicity, which is a relationship with a gaslighter, easier.

The first stage of gaslighting is lying and exaggeration. Lying and exaggeration are used to put the victim into a defensive position. The gaslighter will try and make the victim believe that there is something wrong with them or that they are inadequate in some way. These accusations will not be based on facts, but with consistent use of them, the victim may start to believe what the narcissist is saying.

Examples of phrases that may be used:

- You are pathetic, and everyone needs to know what a loser you are.
- What do you mean your job is important? It is a waste of time and money for your company. I don't see how your job can be justified.
- Why did you fold the clothes that way? I've told you a million times I hate it when you do that. What's wrong with you?

The next stage is repetition. When we are told the same lies or exaggerations over and over, we are constantly in a state of defensiveness. Additionally, it allows the narcissistic gaslighter to stay in the offensive position. It allows them to maintain control of every part of the relationship. Not only will this repetition keep the victim in the defensive position, but it is also likely that they will start to believe the things that are constantly being repeated. They will start to wonder if the negative things being said about them are true, and eventually, if it continues, they will believe them.

The third stage is when escalation occurs whenever the gaslighter is challenged. If you try to confront the fact they're lying, things will probably get uglier. The narcissist will start to attack you more voraciously to try and regain control. Regardless of if you have evidence or not, they will refute it. They will use blame, denial, and false accusations to try and confuse you and put you back in check where they believe you belong.

The fourth stage will be when the gaslighter tries to wear their victim down. The narcissistic gaslighter will constantly be on the offensive, which will gradually wear the victim down.

The victim will become resigned, passive, discouraged, fearful, self-doubting, and even debilitated from this constant abuse. It is common for victims of constant gaslighting to question their sanity and reality. For some people, this can happen very quickly; for others, it is a long, slow process. The more grounded you are in your sense of self and your beliefs, the longer it will take to wear you down to submission.

Next is the forming of a codependent relationship. When we are codependent on our partners, we feel as if we can't do anything without them. It is excessive reliance on another person. If you are in a relationship with a narcissist who uses gaslighting tactics, they will constantly try to make you feel anxious and insecure. When they do this, they are tightening the bond between you and breeding codependency. Eventually, the victim will seek approval, safety, acceptance, and security from the person that is doing the gaslighting. This gives them all of the power. Codependent relationships are oftentimes based on vulnerability and fear, which are both things that a narcissistic gaslighter will try and take advantage of.

The sixth stage is when the narcissistic gaslighter provides false hope to their victim. This is a tactic of manipulation. The narcissist will become milder, kinder, and remorseful with their victim for a short amount of time.

This will make the victim feel as if there is some sort of hope that things will get better. This tactic is frequently used against the victim when they start to realize there's a problem, or they start to stand up for themselves. When the gaslighter sees this, they will make a calculated move to ensure that their victim stays right where they want them. When this move works, the victim will become more complacent, and they will let their guard down, which is very dangerous. It helps to reinforce the codependent

relationship and allows the manipulator to move into the seventh stage.

The final stage is when the narcissistic gaslighter takes total dominance and control over the victim. The gaslighter ultimately wants control and dominance over another person. They want to take advantage of them. With continued gaslighting tactics, the victim will be habitually in a state of fear, self-doubt, and insecurity. These feelings will be exploited by the narcissist so that they can gain complete power and control.

# **How the Gaslighter Will Try to Make You Think You Are Crazy**

Now that we have looked over the different stages of gaslighting, we would like to discuss the tactics a narcissistic gaslighter will use to try and make you believe that you are crazy. It is infuriating to think that there are people out there that would take advantage of other people like this so, learning the signs of this type of psychological and mental abuse is imperative and ensuring that you lead a happy and healthy life. If you are in a relationship with a narcissistic gaslighter, it is most important to learn these signs so that you can understand that you are not crazy. They are simply making you feel that way.

The techniques that the gaslighter uses to make you feel crazy are typically very subtle. They aim to undermine your sense of reality and your sense of self-worth. They try and make it look like you are the one that has a problem, or you are the one that messed things up. Let's look at a variety of different things the gaslighter may say or do to make you question your sanity and reality.

The first thing that they may do is discredit you. They will do this by trying to make it look like you are irrational, unstable, or crazy while the two of you are around other people. They will also do this when you are one on one. The more you are discredited, the more you are likely to start believing that you act irrationally or that you are unstable.

Gaslighters are also known for using assertiveness, confidence, and fake compassion to convince the victim that they've got it wrong. By using this smokescreen, it breeds doubt within the victim, and they start to believe the narcissistic gaslighter's version of events. The longer this goes on, the more the victim is going to start to believe that

they have memory issues and that the gaslighter is always right.

Changing the subject is another way that somebody that is gaslighting you will try and make you feel crazy. They will quickly try and divert topics to other ones by simply asking you questions. They may also make statements that directly impact you negatively and help them gain better control.

Some examples of statements and questions they may make are:

- Why are you always imagining things? None of that ever happened.
- You aren't remembering that correctly.
- Where did that crazy idea come from?

The narcissistic gaslighter will also be fantastic at minimizing things. They will try and make your feelings seem trivial. This allows them to gain more power in the relationship. Some examples of how they minimize your emotions are with statements, questions, and phrases like:

- Why are you always so sensitive?
- Why do you get so angry? I didn't do anything that bad to cause such a reaction.
- Can't you see I was joking? You always take things too seriously.

Avoidance and denial are also tactics that the gaslighter will use to try and make you feel like you are crazy. They will refuse to acknowledge your emotions, thoughts, and ideas. This will cause doubt inside of the victim. A few examples of what they may say while using avoidance and denial are, "That never happened; you must have been dreaming."

- Why would I say something like that?

- Stop lying.
- Stop changing the subject.
- I have no idea what you are talking about.

The last tactic that we would like to discuss that the narcissistic gaslighter may use to try and make you feel crazy is the twisting of situations. They will subtly rephrase or twist what was said so that it works in their favor. When this is done, it is likely going to cause the victim to guess their memory second. This is oftentimes paired with trying to make you feel irrational or unstable. Some examples of phrases that may be used when your narcissistic counterpart is trying to twist what was said or done are:

- That's not at all what I said. I said \_\_\_\_\_.
- No, if you remember correctly, it went like this \_\_\_\_\_.
- How could you see it that way?
- The tactics each gaslighter will use to try and make you feel crazy may vary.

This is a decent look at some of the typical things that they will do. When you have a good understanding of what you are dealing with, you will be better prepared to handle it in a way that doesn't end in you suffering from emotional and psychological abuse. If you are suddenly questioning your sanity, it may be time to talk to your friends and family, or even a professional, so that you can regain control of your life and your happiness.



# **Chapter 12**

## **5 STRONG SIGNS YOU HAVE NARCISSISTIC ABUSE SYNDROME**

Are you being manipulated and used by a narcissistic partner? If so, you may be experiencing narcissist abuse syndrome.

Narcissists have damaging effects on their partners and can even leave some of them with trauma-induced PTSD. It's crucial to spot the warning signs of narcissist abuse before it gets worse—or if you're unsure of what is happening at all because it's not always easy to identify. Here are five things that might be telling:

1. Your partner smothers you with their attention, showering you with gifts and affection to control your emotions and feelings through “love bombing.”
2. Your partner exhibits excessive entitlement due to feeling entitled by privilege or divine right.
3. Your partner makes false accusations, tries to turn your friends and family against you, and has explosive rage when they don't get their way.
4. Your partner is a pathological liar and often tells emotional incest stories about their past.
5. Your partner uses gaslighting in an attempt to convince you that your perceptions are wrong or that you're crazy.

Those are just some of the signs that you might be involved with a narcissist—but if you're not sure whether everything is as it seems, try taking this quiz from Psychology Today. If any of these symptoms seem familiar, make sure to take the test yourself.

- Malignant Narcissists are mentally disordered individuals who seek out attention by creating chaos.
- They smother their partners with attention and affection in a love bombing phase to create an addiction cycle in their partner.
- They are very charming and can be whatever you want them to be.
- The type of public attention they seek out is often notoriety, although they require a certain amount of attunement from others.
- Their malignant behavior begins once they have gotten their partner hooked on their affection and attention. They begin to use any tactic at hand to control and manipulate them until the partner's will has been completely broken down.
- The malignant narcissist will also use the love-bombing technique if the partner is not an addict or does not have low self-esteem.
- The malignant narcissist will often have many "alters" throughout their life that they can draw on when in a weakened state.
- Once the relationship has been established, the malignant narcissist will have an alter who is devoted to them and works to provide or receive whatever the malignant narcissist wants.
- The relationship with these "alters" is very similar to what one might expect or feel from being in a sect,

except that all of this is happening within an actual “love-bombing” relationship.

- Malignant Narcissists are mentally ill people who seek out attention; it’s their addiction that makes them dangerous.
- They use their partners to feed an addiction, and when they get bored with it, they discard them without remorse.
- Realize that they are physically, mentally, psychologically, and emotionally unhealthy people.
- Malignant Narcissists do not suffer from mental illnesses like low self-esteem or depression. This is because a malignant narcissist is acting out to create self-esteem for themselves. This is also why all of their relationships inevitably end after three months, six months, or two years (depending on how long it takes for the partner to feel insecure about the relationship).



# **Chapter 13**

## **SIGNS YOU ARE BEING MANIPULATED WITH GASLIGHTING**

The moment we trust someone, our partner's honesty and intentions become paramount. We know they'll be honest with us because we're so close to them; they're our best friends or family members. This is a huge mistake because someone who manipulates knows the most impactful things to say and do are those that cause trust in their victim to waver. They will often gaslight their victims to make them distrust themselves or outright tell them that something isn't true when it is.

Gaslighting can be carried out by any person who wants to, but we all have had relationships where we felt like we were being controlled and manipulated. This chapter is a look at the signposts that it's happening and gives ways to recognize it.

# The Tactics

There are three ways for gaslighting tactics to work:

1. Fear Mongering (Sowing seeds of doubt)
2. The Asymmetric Clash (One-sided manipulation and control)
3. Narcissistic Abuse (Degrading, cheating, attacking, blaming, using emotional abuse)

Needless to say that one or all of these tactics can be used at any time. The manipulator can change the method they use at any time.

The only time manipulation is not present is during a honeymoon stage of the relationship where the manipulator is giving their victim exactly what they want and need to give to be happy. This is an illusion, and the victim will eventually see through it, and that is when they begin to realize that something is wrong.

The Manipulator exactly knows what buttons to press to get them to trust them the most, and this increased level of trust will be exploited until the victim becomes a slave.

It's nearly impossible to tell when gaslighting has been done, but we can tell it is happening because of these signs:

1. You know you're being manipulated by someone, but you've never felt like you were crazy before. You don't feel crazy but rather completely confused, dream-like, or lost in your mind. You feel like things have no rhyme or reason. Something is wrong, but you can't put your finger on it. You're upset you can't remember any of the things the manipulator has been saying or doing, regardless of how true, believable and logical those things have been.

2. The manipulator is a liar or always playing games, especially when referring to events in your life that are happening for real. They will say or do anything to get you to believe their version of events—even telling you it's true when it isn't.

3. You question yourself, your memories, everything that has happened recently so much that you end up doubting yourself a lot and becoming confused as to whether things are happening or not. Even if you tried to tell someone about what was going on, they wouldn't believe you. This is extremely common among the victims of gaslighting.

4. You know you have been manipulated, and now that you've realized this, everything makes complete sense to you. You also feel angry because of it and feel as though you've been reduced to a puppet to achieve their goals or some sort of power trip.

5. Whenever something happens, or whenever an argument occurs, the manipulator paints themselves as a victim by telling lies about how they were abused or assaulted or outright blaming the abuse on the victim. There's no excuse or justification, but they will make up some to make the victim come down on them and let go of their responsibility for the manipulator's actions.

6. The manipulator will tell you that they are always right no matter what your thoughts or opinions might be, so they can take complete control over your life. This makes it seem like your opinion doesn't matter. You're not even supposed to think! The manipulator is always right, no matter what.

7. You lose your ability to trust anyone, especially those closest to you. Anyone close to you who wants the best for you will be suspect until proven trustworthy. Even

then, they'll never be completely trusted because they will be seen as a potential manipulator still.

8. You start acting differently than you normally are, and your personality changes to stay under the manipulator's thumb. You feel out of control and helpless because the victim has been stripped of their power of free will and now must live their life according to whatever it is that the manipulator wants them to do.

9. You believe what the manipulator is saying without question. You will believe every word they say because you trust them and have no reason not to believe them. This can be broken if you find evidence that they are lying to you, but it's still very difficult to break through this and make yourself see the truth.

10. When you ask the manipulator questions about things happening in your relationship or what is going on, he or she will tell you that your memory is bad or your perception is wrong so that they don't have to take responsibility for anything that has happened.



# **Chapter 14**

## **THINGS NARCISSISTS SAY DURING GASLIGHTING**

It's a dangerous tool in the narcissist's repertoire and one of the easiest for narcissistic partners to use. The following are just some things that can be said or done during a campaign of gaslighting.

1. Deny that anything happened. "You're always wrong."
2. Mention personal flaws or defects that don't exist. "You talk too much."
3. Say you never remember initiating something that's clearly on your mind. "I don't know why you're so angry with me. What did I tell you?"
4. Say that you're acting in a way you have no recollection of. "You're only mad because I didn't buy you that dress."
5. Deny personal responsibility. "It's not my fault. It's yours!"
6. Change the subject so that any evidence or previous discussion of the issue is forgotten.
7. Try to distract with anger or shame. "You know what your problem is? You like to start arguments."
8. Act dumb or pretend nothing happened. "Huh? What happened?"
9. Engage your emotions, especially guilt and shame, for all kinds of reasons. "(Sigh). This is so hard for me to

ask, but. Do you think I'm too fat?" "Well? Do you?"

10. Deny the red flags that are pointing to the problem. "You're just going through a phase."

11. Change the rules of communication. Like when they suddenly decide you must do all talking in one-hour phone conversations with no distractions.

12. Cause physical harm or engage in other destructive behavior.

13. Make everything your fault. "You're the reason we're not communicating."

14. Play victim or martyr. "(Sigh). I shouldn't have to put up with this."

15. Use the silent treatment. "I didn't realize you were so unhappy with me."

16. Say you're wrong when you're not. "You do this all the time."

17. Make everything an emergency, something that requires immediate attention and action (Gaslighters love to be center stage).

18. Pile on changes all at once. "Let's get married. Oh, and by the way, I'm getting a new car."

19. Compromise your integrity or values to avoid conflict or keep the peace.

20. Say they'd never do something when they have done it before. "I'd never cheat on you. You know that, right?"

21. Deny warning signs or minimize them.

22. Make it all about them by saying, "I'm sorry you feel that way" or "You're just not listening to me."

23. Play the victim. "I feel like I've been abandoned."

24. Move your stuff out without permission or make accusations about damage to your things.
25. Make your promise to do something and then not follow through on it.
26. Treat you as if they were doing you a favor when they demand your loyalty but then cheat on you or put other people above you.
27. Take your side in a disagreement and then turn around and blame you for being so unreasonable.
28. Lie to you, deceive you, or create stories about things that have actually happened or some other event they know about.
29. Put a negative spin on things that are kindly meant. "I wanted to tell you I love you, but I just can't get through to you."
30. Make promises they never intend to keep (Promises are a narc's favorite way of gaslighting others).
31. Never apologize for their mistakes or bad behavior.
32. Have conversations with themselves; use imaginary people; whisper, "Yes" when they mean no; speak in tongues.
33. Insist that they are better than you or someone else.
34. Blame you for their life problems.
35. Make unsolicited changes to your life, like marital status, job, or location, interfering with your friends.
36. Encourage you to change your behavior for fear of their disapproval.
37. Make derogatory comments about your appearance or possible negative personality traits, like they're doing

with a friend in front of you, and then turn right around and make similar comments about you to others.

38. Search out every detail in your past and put it on blast in the present to shift blame away from themselves and onto you.

39. Lie to you about things you have no way of knowing.

40. Lie about your personal history, like you never left the state they just moved to; "You don't remember going to school with someone."

41. Say they love someone else and leave you for them.

42. Play the "I'm not good enough for her" card as a defense mechanism when a commitment is made or something is promised.

43. Resolve conflicts by turning irrelevant issues into massive confrontations or where neither party is in the wrong (examples are heated arguments over which hotel room/company will be paid for).

44. Project. Narcissists love to push buttons. They'll play with the buttons of your insecurities in a way that makes it seem like you've got an issue with them even when you're not.

45. Act as if everything is fine even when they might not be, or say things like "Wait, don't leave. I was just getting to the good part," or "Just wait, there's more."



# **Chapter 15**

## **10 WAYS TO PROTECT YOURSELF FROM ATTRACTING A NARCISSIST**

### **Keep a Log of Events and Conversations**

One way is to keep a log of events and conversations between the two of you; this gives both parties an unbiased account of what has happened in any given situation, which could help later on if there is ever an argument over what was said or done. You will also find that it is very useful if you are ever in a position of having to prove what has been said or done in a court of law.

The best thing to do is to keep a log on your computer or write it down on paper. This enables you to record conversations as well as log other important events such as visits, messages, money received, chores performed, etc. Writing things down also makes you stop and think about whether an event happened in the way that narcissist claims it did—this can be very powerful because narcissists will twist their stories around trying to gain sympathy which does not belong to them.

It is also useful to keep a journal of yourself. Again you may find that the narcissist's stories are quite far removed from the truth, and this is where your journal can prove its worth. A journal allows you to record how you are feeling each day as well as what you see going on around you. Sometimes it can be difficult to keep track of what is going on, but if you

write it down in your journal, it will enable you to think back later on and pick out the actions of the narcissist which has upset or affected you. This can then be used later on should there be a dispute over what happened between both parties.

# **Get Back in Touch with Your Intuition and Feelings**

Getting back in touch with your intuition and following your feelings will help you protect yourself from being attracted to narcissists. Narcissistic people do not care about others, and they don't show empathy or sympathy that is genuine. If they did seem sensitive, sympathetic, or caring at the beginning of a relationship, but shortly afterward their true colors were revealed, and that person cares nothing about you and essentially acts as though you are lower than them in status, this person may suffer from a narcissistic personality disorder (NPD).

The problem with NPD is that it's difficult to see this disorder because they are charismatic. They know how to present themselves in a positive light, which makes them seem appealing. This is how they get the attention of people in the first place. If you're looking for someone who will care about you, care for others, and put you on the same level as them by being considerate and polite when genuinely interested in you and your feelings, it's not going to be a narcissist. As mentioned previously, they don't show empathy or sympathy, so they are not going to care about your feelings.



## **Avoid Direct Confrontation**

Narcissists are constantly seeking pity, compliments, and empathy from others. They often try to make themselves appear better by denigrating the person they're talking to or putting that person down. They use very dramatic language to bewitch their listener with tales of woe and how no one understands them.

It's important for victims of narcissistic abuse not to buy into the narcissist's emotional blackmail, with a goal of stopping contact altogether.

Along those lines, narcissists don't care about you. They're only trying to manipulate and control you because they want you to continue to do their bidding and supply them with resources. You can't stop thinking about them once you start because they've already stolen your attention from whatever else is going on in your life, and your mind is saturated with the thoughts of the narcissist.

# Name What's Happening

Narcissists are incredibly charming and attractive. They know just what to say and do to make you feel special—or like they care about you. But the minute they get what they want, their true colors show.

- **What your instinct is telling you:** This person is too good to be true! You're being manipulated, used, or trapped in an unhealthy relationship by a narcissist.
- **What's actually happening:** Narcissistic people are skilled at pretending that everything is fine to manipulate and control other people for their selfish purposes. You may be making it very easy for them to succeed because of how afraid of confrontation—or upsetting someone—you are.
- **Name what's happening:** "I'm starting to feel like you don't care about me but that you're just trying to use me. I want us to be able to talk openly and honestly, even if that makes either of us uncomfortable. Otherwise, I don't think this relationship is going to work out."

## **Rebuild Your Self-Esteem**

It seems to be the case that most people who have experienced narcissist abuse can only rely on themselves when it comes to rebuilding their self-esteem. Within a year of getting over their narcissistic abuse wounds and realizing that they can do more than ever before, many of them have overcome their problems with depression and anxiety as well as other negative thought patterns that they were previously plagued with. Narcissist abuse can have a very negative impact on your mind, especially if you've been living with it since you were a child. However, it's important to understand that narcissistic abuse won't always be there waiting for you. Eventually, you will have to face the fact that you deserve more than what you are currently given, and this isn't going to come easy because people will try to convince you that it isn't true.

It's important to know that you are not alone. Even though many people who have suffered from narcissistic abuse will tell you that they feel isolated and alone, they are just as human as anyone else. They had self-esteem issues before the abuse started, and they will have self-esteem issues after the abuse has ended.

## **Check to See If Your Conversations Are Power Struggles**

Although it can be easy to think you are communicating with someone who seems perfectly normal when you know something isn't right with them, certain behaviors or phrases might be a sign that turns out not too normal after all. Here are some of the signs that you are dealing with a narcissist:

## **They Come On Strong Quickly**

You have only been talking to this person for ten minutes, and they seem to already know everything about you. As a result, they act like they already know everything about you.

They won't let you talk. If they ask questions, you are interrogated to determine how much control and power they have over you and your life. They want to figure out if it is worth their time investing in you, so when someone insists on your uninterrupted time and attention—especially if the conversation is mostly one-sided—something isn't right most likely.

## **They Are Incredibly Arrogant**

It is a narcissist's world, and we are all just living in it. They love to brag about accomplishments, even if said accomplishments aren't accomplishments at all (like winning the "special Olympics"). They love to speak to you about how smart they are, how rich they are and how good-looking they are in comparison to everyone else. Although there is probably not much harm in being proud of these things, it may be a warning sign that they have an overblown sense of self-importance or an exaggerated sense of their importance.

## **Call Them Out**

To protect yourself from attracting a narcissist, you need to call them out when they are full of themselves. When you call someone out, they will be forced to reflect on what they did, and it will cause them to respect you in the long run.

## **Sort Out Truth from Distortion**

If you're the victim of a narc, it can be tough to sort out what's true and what's distorted. A narcissistic personality disorder is notoriously hard to diagnose, and even if you managed to snag an accurate diagnosis, it's difficult to find reliable information about treatment for this disorder.

Narcs know this too, and they take advantage of their victims by twisting everything around so that the victim ends up doubting themselves rather than the narc. We are exploring different aspects of narcissistic personality disorder—from recognizing when somebody might be acting as a narc to how narcissism affects relationships with friends — to help victims navigate through the turbulent waters caused by a narcissistic individual in their life.

The end goal is always the same, to make you feel bad about yourself, thus controlling you. They're trying to make you think they're right and that they can't be wrong. The problem with that is that they can never give up their control over your life, no matter how much evidence or how many attempts to correct them makes you realize otherwise.

It's easy to tell whether someone is a narc who doesn't have a borderline personality disorder because the narcissist will try to manipulate their victim into thinking that they are special, fabulous, and so on, rather than trying to make you feel bad about yourself.



# Hold On What You Know Is True

We are all victims of a narc, and it's hard to hold on to what we know is true. But here are some ways you can lose the paranoia and the fear.

1. Start with a baseline, try not to compare yourself or your life to others
2. Prioritize your mental health by working on physical health as well as checking in with professionals who can help give you tools and advice
3. Spend time around people who care for you
4. Reach out for help from places that will listen (lifeline, suicide hotline, etc.)
5. Accept that life will never be the same as it was before your trauma, so accept the need to grow and change.

# Identify the Gaslight Triggers

Everyone has triggers, but for some, they can be just as real as the triggers themselves. These are sometimes called Gaslight Triggers because they sound like normal things, but the person experiencing them gets confused when reality starts to shift, and their world is no longer what it once was.

To find out whether you have Gaslight Triggers, try the following questions:

1. What would happen if you could not believe things that were true or false?
  2. Who do you trust, even though you might not know everything about them?
  3. What would happen if no one came out and said anything for a long time?
  4. What would happen if you could not trust the words of the people around you?
  5. If someone asked you to do something that was against your values, what would happen?
  6. Where do you draw the line between reality and fantasy?
  7. What happens when you feel unsupported in what is happening around you?
  8. What will happen if people act like they don't care or understand your point of view?
  9. What is the worst thing that could happen if people start ignoring or avoiding certain parts of your life?
- What would happen if you tried not to be afraid of someone or something?



# **Chapter 16**

## **EMPOWERING WAYS TO DISARM A NARCISSIST AND TAKE CONTROL**

Are you in a relationship with a narcissist? Do you feel like they are engulfing your life, leaving you drained and powerless?

Narcissism is such an insidious disease. It's hard to identify, but once you can see it for what it is, the tricks and manipulations are painfully clear. There is no single cure-all solution for those who suffer from it, but there are strategies to use when interacting with narcissistic individuals so that your power isn't drained away. This chapter will outline some of the more successful techniques that I've seen used by others to take control of their lives as opposed to living as victims to the whims of a narcissist.

You must understand that narcissists are not interested in your well-being. They are interested in what you can do for them and how they can extract more from you. It's a parasitic relationship, and if you can't recognize the inherent danger of it, then you need to get as far away from this person as possible. The problem is that many people have found themselves caught up with these types of individuals voluntarily. Usually through romantic relationships, but also family members or friends sometimes fall into this category as well.

It's important to understand that every situation is unique, and yours may be very different than someone else's. Every individual is different, flawed, and essentially helpless to the

disease of narcissistic personality disorder. Of course, these will depend on who you're dealing with, but here are some general strategies that can help you survive in an unhealthy relationship.

1. Stay as far away from the narcissist as you possibly can, if at all possible. Narcissists have no sense of boundaries or personal space and will stick their noses through anything they feel like if it's convenient for them. They will not hesitate to manipulate you, and they are not particularly interested in whether or not you agree with them, so don't bother trying to convince them otherwise. Furthermore, there is no denying that narcissists can be extremely dangerous individuals if they are cornered, frustrated, or feel threatened in any way. It might take some extra effort on your part to avoid interacting with them, but it's worth it.

2. Distance yourself from any of their friends that they've convinced to be their partner in crime against you. Narcissists' closest friends are the ones who will love them no matter what. That's because they genuinely like these individuals and want to maintain their relationship with them. These types of people will talk behind your back, lie about you to get what they want, and generally put a bad taste in their mouth. This is how we know that they're close friends and not true allies because if they would work against you, then the relationship is obviously about something other than friendship.

3. Create as much human contact as possible that isn't related to your narcissist and do so in tight-knit groups when possible. Narcissists love seeing other people's emotions, and if you're in the same room as them, they will likely try to suck up to you and use your emotions against you. This is called the "triangulation" technique, and it's extremely common. Narcissists love seeing their victims

react emotionally to this because their need to be loved is being fulfilled through the drama. It might seem odd at first, but do what you can to separate yourself from them as much as possible, even if only in your imagination.

4. Narcissists thrive on power and manipulation. Once it becomes clear to them that you are not a useful pawn in advancing their agenda, they will move on to the next one, and you can breathe a sigh of relief. Having said this, do whatever you can to remain strong and avoid being manipulated by them. Even if they've managed to get under your skin with an insult or a threat, don't let them see you react badly to it. This is the most important part because once they've been rejected by others countless times, they'll realize that it just isn't worth their time anymore.

5. Keep your distance as much as possible and try not to be alone with them at all if possible. Narcissists are extremely social creatures and will paw at you for long some time if they think that you're suffering from their emotional manipulations. This is one of the many ways in which they try to get under your skin.



# **Chapter 17**

## **THE MOST EFFECTIVE METHOD TO GET RID OF A NARCISSIST IN 5 STEPS**

1. Stop talking to him
2. Get rid of the emotional things he gave you
3. Return the gifts he bought for you and reimburse him for all costs
4. Send a note confirming your intent to seek legal protection
5. Call a lawyer

In order to be protected by the law, you need to file a lawsuit against him, making him aware of your decision, and let him know that he will be held accountable for any damages he caused you. If there are witnesses to the incidents, have them write down their stories.



# **1. Stop Talking to Him**

The Narcissist should be notified of your decision to terminate all contact with him and seek legal action against him. In addition, you need a lawyer who can help you file a lawsuit against the Narcissist for damages if his behavior became violent or physical, even if it was only verbal abuse.

## **2. Get Rid of the Emotional Things He Gave You**

You may have material things that were given to you by the Narcissist to entrap or control you. These gifts represent a loss of your freedom and choice and are tainted. You need to get rid of them as soon as possible, so getting rid of the gifts he gave you will be a good start. Write him a note saying that you no longer want any contact with him and return all gifts he gave you. Send the package Certified Mail, Return Receipt Requested, so there is no question regarding receipt of the delivery or intention to send a message by return receipt (the return receipt proves that it was delivered).

### **3. Return the Gifts He Bought for You and Reimburse Him for All Costs**

When the Narcissist bought you presents, it was a form of emotional blackmail. It is important to return those gifts he bought for you, even if they are not easily replaceable items. If you have to sell items to pay him back, then do it immediately, or else the item will lose its value in due time. Do not wait until he comes asking for more money before returning his gifts.

## **4. Send a Note Confirming Your Intent to Seek Legal Protection**

The Narcissist has no way of telling you what you want to hear, so he will almost certainly read your note as a threat. He is likely to react by threatening you with legal action. When he threatens you in such a manner, remind him that he threatened you first. You cannot be blocked or banned from future messages because this is considered harassment and grounds for a restraining order. A restraining order requires that the Narcissist must stay 100 yards away from you or face arrest.

## **5. Call a Lawyer**

This final step is only necessary if the Narcissist pursues legal action against you. The lawyer will be able to advise you on how to proceed further in Court and provide the legal documentation needed for you to take him to court.

A new word has been coined that describes what can happen if you do not protect yourself from this threat, and that is known as “Boundary Violation.” Boundary Violation occurs when someone does not respect our boundaries, and we are forced to feel uncomfortable, threatened, manipulated, or taken advantage of due to their behavior. If your partner constantly violates your boundaries, then it is very likely that he is a Narcissist.

Narcissists are very intelligent and skilled manipulators. They will try to use the people, things, or events that they love the most against you to manipulate you into doing what they want at that time. Providing Narcissists with your deepest feelings, fears, dreams, and desires is a way that they can get inside of your mind and control you. The Narcissist is extremely skilled at being able to obtain information about you from your actions. He uses this information against you to control you and to make his demands for attention and favors more appealing, confusing, or convincing.



# **Chapter 18**

## **WAYS TO STOP A DECEIVER IN THEIR TRACKS**

If you know the person, confront the lies. If it's a stranger, confront them. Tell them you know they are not telling the truth and ask them to stop it.

If confrontation isn't your thing, write down what happened as accurately as possible and save it somewhere safe in case you need it later. Make copies, if possible, so that an outside party can see what is happening too.

Try not to be alone with someone who has been deceiving or lying to you for a long period without someone else present who can provide support as well as protection (e.g., friend/parent). This helps ensure safety in potentially volatile situations and also reduces isolation.

Pay attention to your gut feelings. Decide who else will know if you choose to follow up or not. This is a personal decision.

If you decide to tell someone else, write down what happened as accurately as possible and share it with the person in confidence (i.e., not the target of the deceiver). Then ask that person for advice and support on how to handle it. This "someone else" can be a friend, a counselor, a family member, or any other trusted party. This helps ensure protection for yourself and safety in potentially volatile situations while also reducing isolation for yourself. It may be helpful to document your interactions with this "someone else."

Circumstances can shift rapidly, so it is best if you have a plan in place that includes how and when you will tell the

target of the deceiver about what has happened.

When sharing information with others, make sure to keep yourself safe and protected at all times.

Sometimes people have been deceived or lied to for years by a really good actor. It can be really hard to see how they could be acting like that without seeing their true self. But they are doing it, and it doesn't mean you deceived them or lied to them necessarily—it means they are deceiving themselves as well as you.

If you have been deceived or lied to, it is important to let people know who you are and what has happened. This can be done in various ways, including through a trusted friend or counselor, family member, or another safe person.

If you are afraid of being harmed through this deception or lying or if you feel threatened by someone, it is a good idea to seek help from a trusted professional. Go see a mental health professional if necessary. In the U.S., visit the National Suicide Prevention Hotline at 1-800-273-8255 if you need some help coping with and/or recovering from any of these events. If you are in Canada, visit the Suicide Prevention and Crisis Service of British Columbia at 1-800-SUICIDE to find a counselor in your area.

If you are not feeling at risk for yourself but rather feel threatened by someone else, several organizations can offer resources or assistance here: RAINN (Rape, Abuse & Incest National Network) National Sexual Assault Hotline: 800.656.HOPE (4673), online.





# **Chapter 19**

## **LIGHTS AND SHADOWS ON HOW NARCISSISTS USE TECHNOLOGY TOOLS NOWADAYS**

We live in a world where technology is always at our fingertips, and narcissists have taken advantage of the prevalence of technology to make themselves feel more important. In this chapter, we'll explore how different types of narcissists manage to exploit technology tools nowadays.

We'll start with the grandiose narcissist. The grandiose type gains a false sense of importance by posting all sorts of online content, from selfies to bragging about vacations they just took or their latest business deal that they were involved in. The grandiose narcissist posts on the internet to show how amazing and beautiful he or she is. The grandiose type is so convinced of his or her looks and talents that he wants everyone in the world to see it as well.

The grandiose narcissist may also make use of online and digital self-exploration tools such as webcamming, blogging, or blogging platforms just for the sake of boasting about his or her captivating looks. In addition to this, the grandiose type probably has a mobile device and thus spends a lot of time looking at pictures of himself on his mobile phone. The grandiose narcissist is not as interested in the whole social networking thing. Nevertheless, he or she is very interested in connecting with other people online.

The vulnerable narcissist, on the other hand, probably uses online and digital self-exploration tools such as webcamming, blogging, or blogging platforms to create a

more interesting persona. This will give the vulnerable type an easier time interacting with others online. The grandiose narcissist likes to pretend that he is “just like everyone else” even though he knows full well that he is not. The grandiose type uses the internet to create a false image of himself that is much more interesting than the boring person he is. The vulnerable narcissist, on the other hand, may not be as interested in connecting online with other people. Instead, he or she may prefer to connect with them in person and then make use of digital tools to present a more interesting image of him or herself once they are together.

The enmeshed type can easily make use of social networking and blogging tools to show off his or her interests, hobbies, and personal lives during personal time, such as after work hours or when at home. An enmeshed type is a satisfied person, as he or she likes to believe that he or she is very connected with the people in his or her life. The enmeshed type’s days are probably filled with interactions with people he or she is close to, be they coworkers, friends, or family members. The enmeshed type will spend a lot of time making use of online tools to stay in touch with friends and family members and share interesting stories about them.

The disordered narcissist can also use social networking sites for several reasons:

1. To stalk someone who has an interest in him (example, the ex-wife)
2. To convince someone that he is different from his or her perceptions of him (example, the ex-wife)
3. To find out more details about somebody who is about to take a business trip in a distant part of the country (example, the ex-wife)

4. To get more information on people who are important to this narcissist and how they are doing in their lives (example, the ex-wife)

5. To find out where his or her ex-wife is at any given moment so that he or she can stalk her through CCTV cameras (example, the ex-wife). We think that this last one is not real, but it sounds kind of like it.

There is another type of narcissist we haven't mentioned yet, and it's the cerebral narcissist. The cerebral narcissist likes to be more commanding and powerful with his or her presence online. This may be done by making use of online discussion boards and online groups. The cerebral type is probably more interested in engaging in deep philosophical discussions about the nature of reality, life, death, genetics, human behavior, artificial intelligence, and different types of computers there are out there on Earth.

The cerebral narcissist probably wants to have a lot of friends who share his or her philosophy on life as well as people to who he can mentor and teach some life lessons to.

The cerebral narcissist probably likes to use various blogs and online discussion boards to express his or her views on important topics of the day. He or she is likely to be very interested in technology. He or she may study about it in great detail, write a blog about it, or even make use of self-exploring and experimental tools such as webcamming, blogging, or blogging platforms to create a more interesting persona. The cerebral type is almost always using self-exploration and experimental tools either to create a more interesting persona with which he can fascinate people online or develop an understanding of what is happening with other people who he finds interesting at any given moment.



# **Chapter 20**

## **NARCISSISTS AND EMPATHS**

### **The Effects of Narcissistic Abuse**

Narcissistic maltreatment can separate an individual's confidence, disintegrating the very individual they thought they knew. On the off chance that you have experienced narcissistic abuse, you may glance in the mirror one day and not see somebody, you know. You may see somebody dead-peered toward and surrender, reflecting at you were once, you saw somebody loaded up with expectation and euphoria.

The abuse endured by a narcissist can leave lasting damage, made worse when the victim struggles to escape, and it may escalate if the victim tries to escape. Amidst the emotional manipulation, the narcissist toys with the victim's mind in ways that most people would never even consider. The results can be a person with extensive damage to their emotional states and self-esteem that are long-lasting and difficult to heal without assistance.

# Echoism

Have you heard the story of Narcissus and Echo? In this story, Narcissus is a handsome man who is hunting with a group in the forest. The nymph, Echo, sees Narcissus on his way through the forest and immediately falls in love. She had just been cursed to only repeat back what is said to her, so despite being quite enamored by Narcissus, she could not call out. When Narcissus eventually called out, and she answered, Narcissus rejected her.

She was so heartbroken that she faded away, leaving behind only her voice to echo the sounds of other people.

The victim of narcissistic abuse becomes like Echo, fading away. Though the victim's physical body remains present, the personality and everything that made that individual unique and him or herself fade away. Self-esteem falters, desires fade away, and the victim finds him- or herself entirely consumed with one purpose—Serving the narcissist at all costs.

When echoism occurs, you no longer feel like yourself. You feel as though who you are was stripped away from you, and you simply exist in the world rather than thriving.

You are just as much a shadow, a voice on the wind, as Echo became when she allowed herself to love Narcissus. Your needs are put last. Your thoughts and feelings are quashed and replaced with whatever will serve the narcissist best. Your individuality is destroyed. You are told that you are not good enough, that you will never be good enough—and you believe it.

## **Losing Self-Confidence**

Narcissistic abuse happens when one person in a relationship or friendship uses tactics to undermine and manipulate the confidence of their partner. Narcissistic abusers make the person feel as though they are not good enough, that they will never be enough, and that if they do anything wrong, it is because of their failings rather than those of the abuser. These abusers may also be highly critical, belittling individuals for any mistakes they make or offers constant feedback on their appearance or behavior. They often use fear to control someone else's mind and body by threatening them with abandonment or other forms of violence.



## **Becoming Codependent**

Codependent relationships with narcissists are toxic and life-threatening. A codependent is someone who tries to control a person with a personality disorder or addiction. This is typically done through behavior such as enabling, doing things for the other person that they should be doing for themselves, taking care of needs that should be taken care of by the other person, and acting as an emotional support system without giving any consideration to one's needs or feelings.

# **Mental Health Issues**

Along with echoism, suffering from narcissistic abuse also brings out mental health issues. People who have suffered from this abuse find their mental health strained due to always trying to survive. They are met continuously with cortisol, adrenaline, and norepinephrine, perpetually living in stress.

They are unable to truly relax, continually feeling as though they are attempting to make a life on thin ice that may shatter beneath them at any point in time—which they are.

The narcissist's unpredictability and tendency to react violently and abusively teaches the victim to always be on alert, always searching for signs that the narcissist might explode again. The victim feels that the only choice is catering to the narcissist's every whim to avoid an explosion.

Those who live with this kind of abuse tend to develop some of the telltale mental health issues of anxiety, codependency, depression, and often also post-traumatic stress disorder.

People who lived through narcissistic abuse find themselves questioning whether they can perceive reality accurately.

# Post-Traumatic Stress Disorder

Post-traumatic stress disorder (PTSD) is an anxiety disorder characterized by a set of symptoms that emerge in the wake of a traumatic or terrifying event. Though PTSD can affect anyone, it is most commonly experienced by people who have seen combat or otherwise been exposed to dangerous events.

If you are experiencing any of these symptoms, please contact your doctor as soon as possible:

- Inability to sleep
- Trouble concentrating or focus at work or school; difficulty making decisions
- Loss of interest in activities once previously enjoyed
- Anger without an identifiable cause; irritability and mood swings; lack of empathy for others' problems and pain.



# **Chapter 21**

## **HOW TO STOP BEING MANIPULATED BY A DECEIVER**

As parents know, it is impossible to protect the innocence of their children from the world at large. But even before they are old enough to face the wickedness of humanity, kids are still vulnerable and need protection from those who would take advantage of them or hurt them. One way that parents can help prevent this is by teaching children about how they should react when someone tries to manipulate them. This prevents their child from getting drawn into a false sense of security and also teaches them what behaviors will raise suspicions or alert parents.

Because we are so vulnerable to those who would exploit us, a child's natural inclination is often to be easily manipulated. Dealing with a manipulative person can seem like an insurmountable challenge. It might be due to feeling uncomfortable around them or the child just being afraid of someone new. For these reasons, parents might not think that there is anything they can do to teach their children how they should deal with someone who is manipulating them. However hard it may seem at times though, you can do something about this.

The first thing you should do is teach your child that they are not alone in the battle against manipulation. Everybody experiences manipulation from time to time, and your child must realize that they must not feel trapped into doing something. This way, your child will learn ways to deal with the different kinds of manipulation with which he or she might come across.

You also need to teach your child how to listen to her instincts when dealing with a manipulative person. If your child seems hesitant about something suspicious, make sure she feels free to tell you about it, even if it seems silly in hindsight. You also need to point out situations where she was right in her initial suspicions so that she can learn from the experience and be more willing to trust her instincts in the future.

Finally, you need to teach your child to be careful in the different situations that he or she might encounter under which a manipulator might come in. This can help avoid giving the deceiver a chance to use their techniques and also keep your child safe from any unnecessary consequences. Whether it is work, school, friends, or family, your child needs to be extra watchful for the sly tricks that manipulators use to gain their trust.

Many adult survivors of childhood abuse have felt manipulated by someone else their entire lives and have no idea how they can change that themselves. Getting away from someone who is trying to manipulate them can be the most important thing they can do for themselves.

Knowing how to recognize the signs of a manipulator and knowing how to avoid their tricks can make it possible for someone who has been hurt by others in the past to get back on the road to healing. This kind of knowledge can also help someone avoid falling into another abusive relationship or at least make it easier for them to leave if they ever find that they are in one.

Identifying a manipulator before you get involved with them is just as important as knowing how to deal with one if you already have one. Deceivers often lead you to think that they are telling you one thing when, in reality, they are saying something else entirely. If you can avoid the trouble

of dealing with a manipulator from the beginning, you will save yourself a great deal of pain and heartache.

Someone who is trying to seduce you is also likely to be manipulative. Learn how to spot someone who uses sex to get what they want from others and avoid them at all costs. If someone has a reputation for being difficult or doing questionable things, this person is also likely to be manipulative if they start being nice to you.

These are just a few ways you can recognize someone who is trying to manipulate you. It is also important to know the signs of a less obvious manipulator. The person who seems to be harmless but does not take responsibility for her actions may be dangerous in the long run.

Other types of deceivers are those who promise much but deliver little and those who claim to be your friend, but who are out for themselves and will do anything necessary to get whatever they want from you. Learn how people like this operate so that this never happens again.





# **Chapter 22**

## **NARCISSISTIC PERSONALITY DISORDER**

Narcissistic personality disorder—one of a few sorts of personality disorders—is a state of mind where individuals have their very expanded sense of significance, a profound requirement for over-the-top consideration and adoration, disturbed relationships, and a lack of sympathy for other people.

Yet, behind this cover of outrageous certainty lies a delicate self-esteem that is helpless against the scarcest analysis.

The narcissistic personality disorder can cause issues in numerous everyday issues, for example, relationships, work, school, or financial issues.

Individuals with a narcissistic personality disorder might be commonly miserable and disillusioned when they're not given the exceptional favors or deference they accept their merit. They may discover their relationships unfulfilling, and others may not appreciate being around them. In the following lines, we will find:

- Treatment for Narcissistic Personality Disorder
- Revolves around Talk Treatment (psychotherapy)
- Symptoms

Signs of narcissistic personality disorder and the seriousness of symptoms fluctuate. Individuals with the disorder can:

- Have an overstated sense of self-significance

- Have a sense of qualification and require consistent, over the top profound respect
- Expect to be perceived as prevalent even without accomplishments that warrant it.
- Exaggerate accomplishments and abilities
- Be distracted with dreams about progress, power, brightness, magnificence, or the ideal mate.
- Believe they are prevalent and can just connect with similarly exceptional individuals.
- Monopolize discussions and disparage or look down on individuals they see as substandard.
- Expect unique favors and unquestioning consistency with their desires.
- Take the preferred position of others to get what they need.
- Have powerlessness or reluctance to perceive the necessities and sentiments of others
- Be desirous of others and accept others begrudge them.
- Behave in a pompous or haughty way, seeming to be prideful, egotistic, and bombastic
- Do not hesitate on having the best of everything—for example, the best vehicle or office

Simultaneously, individuals with narcissistic personality disorder experience difficulty taking care of anything they see as analysis, and they can:

- Become eager or irate when they don't get unique treatment
- Have huge relational issues and effectively feel insulted

- React with anger or hatred and attempt to deprecate the other individual to cause themselves to seem prevalent
- Have trouble controlling feelings and conduct
- Experience serious issues managing pressure and adjusting to change
- Feel depressed and irritable, they miss the mark concerning flawlessness
- Have secret sentiments of uncertainty, shame, powerlessness, and mortification

## **When to See a Specialist**

Individuals with a narcissistic personality disorder might not have any desire to feel that anything could not be right, so they might probably not be going to look for treatment. When they do look for treatment, it's bound to be for symptoms of wretchedness, medication or liquor use, or another psychological well-being issue. Be that as it may, the saw affront to self-esteem may make it hard to acknowledge and finish treatment.

If you perceive parts of your personality that are regular to narcissistic personality disorder or you're feeling overpowered by trouble, consider contacting a confided-in specialist or psychological wellness supplier. Getting the correct treatment can help make your life all the more fulfilling and agreeable.

# Causes

It's not recognized what causes narcissistic personality disorder. Similarly, as with personality improvement and other psychological well-being disorders, the reason for a narcissistic personality disorder is likely intricate.

Narcissistic personality disorder might be connected to:

- The environment—bumbles in parent-youngster relationships with either unreasonable love or extreme analysis that is ineffectively sensitive to the kid's understanding.
- Genetics — acquired characteristics
- Neurobiology—the association between the mind and conduct and thinking

## **Risk Factors**

Narcissistic personality disorder influences a bigger number of guys than females, and it regularly starts in adolescence or early adulthood. Remember that, albeit a few youngsters may show traits of narcissism, this may just be run of the mill of their age and doesn't mean they'll proceed to create narcissistic personality disorder.

Despite the fact that the reason for a narcissistic personality disorder isn't known, a few analysts believe that in naturally powerless youngsters, child-rearing styles that are overprotective or careless may have an effect. Genetics and neurobiology additionally may assume a job being developed of narcissistic personality disorder.

# Entanglements

Entanglements of narcissistic personality disorder, and different conditions that can happen alongside it, can include:

- Relationship challenges
- Problems at work or school
- Depression and anxiety
- Physical medical issues
- Drug or liquor abuse
- Suicidal considerations or conduct
- Prevention

Since the reason for a narcissistic personality disorder is obscure, there's no realized method to forestall the condition. Be that as it may, it might help to:

- Get treatment as quickly as time permits for youth emotional wellness issues
- Participate in family treatment to learn solid approaches to impart or to adapt to clashes or emotional pain
- Attend child-rearing classes and look for direction from specialists or social laborers if necessary

# **The Difference between Narcissism and Narcissistic Personality Disorder**

Individuals toss around the expression “narcissism” constantly. Also, that is not astounding, during a time where our innovation (e.g., social systems and social media) strengthens narcissistic practices through social examinations.

What can be confusing about understanding the difference between a personality attribute— narcissism—and an all-out personality disorder, narcissistic personality disorder? How about we jump into comprehend the likenesses and differences between these two related mental ideas.

Some narcissism—called solid or ordinary narcissism—can be consummately typical and great in an individual’s life.

## **What Narcissistic Personality Disorder is**

Narcissistic personality disorder, then again, is a suffering, maladaptive example of musings and practices that happen in at least two of the accompanying territories:

- Thinking
- Emotion
- Interactions with others
- Impulse control

This example of conduct and musings is rigid and altogether impacts the individual’s life in manners that cause individual trouble. It’s insufficient for the practices to mess up others’ lives. It needs to cause the individual who has the disorder some trouble and steamed too.



This example can be followed back to the individual's adolescent years or youth. It is anything but a brief issue brought about by occasions in the individual's life, nor is it a piece of another psychological disorder.

In narcissistic personality disorder (NPD), this example of musings and practices incorporates the accompanying essential symptoms:

- An overpowering vainglorious sense of self
- Has steady dreams of boundless achievement and force
- It can just be comprehended by other people who are as extraordinary and as one of a kind as they are
- Requires steady profound respect, in light of their delicate self-esteem
- Has an unreasonable sense of qualification, anticipates that others should take into account their needs and wishes.
- Exploits others to get what they need
- Lacks compassion for other people
- Focuses on envy, as either the objective of other's jealousy or accepts are desirous of them
- Displays consistent egotistical mentalities and practices

For an individual to be determined to have NPD, they have to meet at least five of the above symptoms all the time. Numerous individuals allude to somebody with these symptoms similar to a "narcissist," inferring the individual would probably meet the criteria for NPD. This can likewise be known as "threatening narcissism."

## **Sound Narcissism**

Fortunately, you can have a sound, non-useless measure of narcissism. Now and then, we call people with so much narcissism as having great self-certainty or great self-esteem. In any case, it's frequently joined with an affirmation of their breaking points, security in knowing their very qualities and shortcomings, solid, sympathetic relationships with others, and understanding that an individual can gain from their missteps throughout everyday life.

Indeed, even solid narcissism can now and then fall into broken narcissistic conduct. The key is that the vast majority who take the uncommon narcissistic conduct to an outrageous acknowledge they've done as such.

Much of the time, they likewise feel some lament and perceive the mistake made. Individuals with solid narcissism try to fix relationships when they've coincidentally harmed others.

To differentiate this from NPD. An individual with untreated NPD frequently has little respect for others' sentiments or how the individual's practices may hurt others. They, for the most part, lack the sympathy and empathy to place themselves from someone else's perspective or circumstance. While a few people with a narcissistic personality disorder may perceive their failings, they frequently don't want to take care of them. Rather, they accept that others ought to adjust to their needs.

# **Chapter 23**

## **THE EFFECT OF TOXIC RELATIONSHIPS ON YOUR HEALTH**

### **It Can Make You Lose Weight**

A toxic relationship is one in which both parties repeatedly engage in hostile interactions and hurtful behavior. This type of relationship can be harmful to your mental and physical health. The effects of this type on your health are not only physical; they can alter your weight as well because that is a core element to the way you will feel about yourself.

If you don't have any friends or family to help you with healthy living, there are still ways for you to make changes that will benefit yourself and those around you. For example, eating more vegetables or exercising daily for 30 minutes on top of cleaning up toxins from your environment could help improve your life in numerous ways while making sure others' lives are healthier as well. In addition to that, you can also try taking medication prescribed by a doctor for your emotional well-being.

If you feel as if your life is not filled with love and compassion, then it may be time to re-evaluate the relationships that are in your life. Not everyone will be kind and compassionate towards you, and sometimes you have to remember that there are people who care about you out in the world. Make sure that your heart is always surrounded with the love of friends and family instead of those who may

only wish to bring you down in an attempt to make themselves feel better about living their unhappy lives.

## **Increase Stress Level**

With relationships, people are not just looking for someone to care about them; they are also looking for someone to care about. When this happens in a couple when one person is feeling neglected in a relationship, and the other feels loved by the other person, there comes the point when it becomes toxic. The toxic relationship can lead to an increase in stress levels which can lead to many health issues such as high blood pressure or weight gain.

If you feel that you have been suffering from stress due to a toxic relationship with someone else or if you feel like your stress levels have increased dramatically over the last few days or weeks, then it may be time for an intervention.

However, it could be a positive fact for your health to acknowledge that a toxic relationship may be affecting your health; thus, it's imperative to seek help from a specialist.

## **Bad Mood**

We've all experienced it, whether we admit it or not. It's the feeling of being chronically tired and irritable that lingers in the back of your mind until you finally snap; that moment when something triggers your temper, and you react without thinking, often causing irreparable damage to both yourself and those around you. According to psychologists, it can be caused by a variety of factors, but most commonly by toxic relationships with friends or family members. When these individuals aren't around for extended periods, the body naturally produces an abundance of oxytocin to counteract stress levels. Unfortunately for us, however, these substances cause long-term effects, which create a downward spiral that usually leads to depression in later years.

## **Excessive Alcohol Consumption**

Recent research has also shown that those who consume more alcohol also have an increased chance of developing mental health problems. What is the cause of these findings? One likely possibility is the excesses resulting from toxic relationships, which can be a significant trigger for individuals with an existing mental illness.

## **Toxic Relationships among Alcoholic Individuals**

Alcoholics are notoriously hard to treat; their drinking often has a compulsive and obsessive quality. As a result, many attempts to quit but fail miserably. Others ultimately find that their alcohol addiction is hopelessly intertwined with their life and relationships outside of alcohol as well. They cannot imagine living without drinking, even though it may be causing them great pain and suffering. Toxic relationships with both friends and family members are common for those addicted to alcohol and other drugs, especially if they have developed strong emotional attachments towards those around them who use drugs as well.

## **The Reason Why Alcohol Is a Harmful Affective Lubricant**

Many individuals are addicted to more than one substance, such as alcohol and marijuana. However, they do not necessarily use either in equal quantities. For example, users of both alcohol and marijuana may not drink as much of either substance as they do if they were only using one or the other. While this could be due to a variety of factors (e.g., they don't get as buzzed when smoking or their lungs are already damaged from years of tobacco smoking), it is also likely that marijuana is a "softer" drug than alcohol.

# Chapter 24

## TOXIC RELATIONSHIP RECOVERY

### Get Your Ducks in a Row

A toxic relationship is one that's filled with negativity or drama and typically causes stress. A relationship is toxic when it negatively impacts your life, and you leave it to feel better. If you find yourself in a toxic relationship, here are the first steps to take so that you can recover as quickly as possible.

- **Pause:** Take a break from social media and spend some time alone every day. Use this time to reflect on what's going well for you and just be grateful for those things before getting back online again.
- **Maintain:** Continue to maintain your healthy habits and communicate with friends and family. The two go hand-in-hand, especially if you have a problem with someone who's ruining your life or a friend who feels neglected by you. Without this strong bond, you won't have the support system that you need to get through the rough times.
- **Understand:** Learn what is happening in the relationship that's causing problems. Do not let people tell you that you are wrong or looking for reasons or excuses for why something is going wrong. Listen to those people who are telling you the truth, and don't take the blame on yourself for being in an unhealthy relationship.



## Create a Safety Plan

- **Set Personal Boundaries:** Setting a safe limit and identifying appropriate boundaries for those involved in your relationship to protect yourself from them. It gives you a safe distance to work from.
- **Write To-Do Lists:** Identifying the tasks that are required for you to do after the elimination of your toxic relationship and assigning them a priority.
- **Getting Professional Help:** If you feel like your relationship is getting too intense and you're unable to break free, it's time to get some professional help. A counselor or therapist can help you with the "big picture" and give you more insight into how you can move forward in life.
- **Creating a Relationship Roadmap:** Writing down everything that transpired between yourself and your toxic partner (the good, bad, and ugly) will help open up old wounds so they can finally heal. It will also help you identify the things that led you to this toxic relationship.

Once you get started, you will feel emotionally and mentally lighter. It won't go overnight. Things won't magically change overnight, but if you stay consistent with your plan and techniques, I promise they will. It's about putting yourself first for a change.

You can start by ignoring their texts and phone calls for one day or one week—it depends on how long the relationship has been dragging on.

Set a deadline date for when you will stop talking with them. For example, if it's been a week or two since you've had a conversation with your partner, let it go for another week before letting them know you're done.

If they continue to text and call you after that time, tell them you don't want to hear from them anymore. Once they realize they can't get to you, the process will become easier. You will gain peace of mind and start loving yourself again—in addition to more of your free time.

If someone is constantly dragging you down or making your life miserable, chances are they have some serious issues that need working out before they can be around anyone else.

# The Aftermath

Sticks and stones will break your bones. But words will never hurt you.

This is a phrase that was made famous by that one kid, you know, the one who always gets picked on because of their glasses. Remember? What was his name again?

Probably not, but here's what it means; while physical injuries can heal over time, emotional wounds are much more complex and take much longer to cover with scar tissue. It's worth noting that no matter what we do to try and protect ourselves from pain in life—drinking alcohol or smoking cigarettes, for example—eventually, we're going to feel the burn of some sort of pain again.

If you have been the victim of a toxic person, what's important to know is that although there isn't anything you can do to rewrite the past or change it, you can certainly create a better future for yourself by doing everything in your power to heal from the old wounds. Nobody wants to experience a bad breakup, an abusive relationship or being used and abused by someone they love.

The biggest obstacle in the recovery process is your mind. The voice inside your head that is feeding you lies and keeping you locked into the past, telling you that not only can you never move on from what happened between the two of you, but that things will never get better.

If this is how you feel, let me tell you that you are not alone. Many people are doubtful they'll ever be able to meet someone who loves them again or who will remain faithful or committed.

But remember, just because it didn't work out with someone who hurt you doesn't mean it can't work out with someone

else in the future. It's possible to have happy relationships after toxic ones.



# CONCLUSION

Gaslighting has become one of the most nefarious and dangerous techniques used to manipulate others in relationships. It involves constant denial of reality and manipulation, which can lead to severe mental health problems over time. Now that you discovered the hidden mechanism of these manipulations, you'll be able to better defend yourself against their tactics on a day-to-day basis.

Here are some tips to know if you are being gaslighted. If you find yourself having strong negative feelings about something and it doesn't match the reality that your target is presenting or if you think that they're lying to you, then chances seem good that they might be gaslighting you. Gaslighting is a form of mind control, and the majority of mind control victims have been brainwashed into believing that what their targets tell them is true. So the only logical conclusion for them would be if they believe their target is telling them the truth, then what else could it be?

Gaslighting is also one of the hardest things to prove because it's hard to prove that they're intentionally lying to you (unlike other types of mind control). It's easy for the person gaslighting you to argue that you're accusing them of lying when in reality, you don't have any proof. They'll say things like "why are you being so paranoid?" or "you're crazy" in an attempt to make you doubt your judgment. This is a good way to turn a victim against them and make them think that they aren't crazy or delusional, which will cause them additional emotional stress and trauma.

The best way to prevent being gaslighted is to have someone you trust confirm what was going on.







**BOOK 7**  
**EMOTIONAL INTELLIGENCE AND**  
**COGNITIVE BEHAVIORAL**  
**THERAPY (CBT)**

The Essential Guide for  
Beginners to Learn how to  
Recognize and Manage Emotions  
to get an Exclusive Access to the  
Emotional Intelligence World



# INTRODUCTION

We all know that emotions can interfere with our ability to reason or behave rationally. But what can we do about it? The answer is Emotional Intelligence as well as Cognitive-Behavioral Therapy or CBT.

CBT is a psychotherapy approach for reducing unhelpful and negative thoughts and feelings, known in psychological terms as "cognitive distortions." It changes the way you think about yourself, others, and the world around you.

In this book, we will explore how to use CBT to learn how to recognize and manage emotions in order to improve your cognitive well-being.

Emotions affect our thinking and often cause us to make poor choices. This can happen inadvertently but often appears as a result of habitual emotional reactions to stressors. This is what CBT aims to change.

Did you know that children with "emotional intelligence" are more competent learners than those lacking such emotional skills? Emotional Intelligence (or EI) is defined as the ability to recognize one's own emotions and feelings, identify the emotions of others, and use emotion to facilitate social relationships. In other words, it means being aware of one's emotions in a non-stereotypical way, being able to understand how they influence one's behavior and why one reacts the way they do. Children with high levels of EI will be able to cope better with stress, be less inhibited in conversations about personal topics, feel less anxious during social interactions, make learning more enjoyable and fun for themselves and their classmates. They will also be better able to control their emotions when they get upset and be less at risk to commit aggressive acts.

The ultimate goal of EI is for children to understand how their emotions influence their behavior, and that people can

have different responses to the same situation due to differences in emotional intelligence. A child with low levels of EI may react aggressively if he feels excluded or left out from a social situation. While one with higher levels of EI may realize that what others think about him is not as important as his own self-worth, and so refrain from aggressive behavior even if he has been mistreated by others. In this way, EI helps people understand themselves better and improves relationships between them and others. Emotional Intelligence is one of the five key life skills that all children need to learn. The others are **(1)** Self-Management skills, **(2)** Social skills, **(3)** Resilience, and **(4)** Problem-solving skills.

We live in technologically advanced times, but emotionally we still lag behind our peers in many parts of the world. Our children are not taught how to handle their emotions quickly enough and effectively enough to cope with change, stay calm under pressure and be socially competent at an early age. Research shows that emotional competency has a lasting effect on how much a child can develop cognitive abilities in later life. Children who possess higher levels of emotional intelligence are also more likely to excel in school, have a positive self-concept, and have better social relationships later on in life.

Think about your favorite movie... do you remember people quietly eating at the table, or do you remember long emotional, loud conversations that include loud wailing and running around? We know from research that those with low levels of EI are not good at such things. This means that they are not able to give or receive emotional messages accurately from others. Basically, a British study of 3,000 children showed that it is normal for children to cry during their first year of life. However, in the UK, there is an 18% gap between boys and girls when it comes to initiating conversations with others.

The same study also showed that one-third of British children lack basic social skills by the time they reach age 15 and that 70% have trouble handling their emotions during social interactions. Countries with large income inequalities (e.g., Singapore, USA) have a higher proportion of children who lack EI than those with lower income inequalities (e.g., Denmark, Finland).





# **SECTION 1: EMOTIONAL INTELLIGENCE**





# **Chapter 1**

## **W H A T I S E M O T I O N A L I N T E L L I G E N C E**

To understand emotional intelligence then one must understand the term emotions. So, what are these so-called emotions? Emotions are the behavior one shows after a

certain event. They are many, including happiness, sadness, mad or anger, and others. They are all designed for different occasions, and they are strictly used where required. Emotional intelligence comes in here.

Emotional intelligence hence is the ability of one to decipher and understand their emotions. This also includes where and how to use one's own emotions.

If one is able to do this, he or she has emotional intelligence. To understand more of emotional intelligence then one should look at the components of emotional intelligence. I am only going to mention and discuss five of these components. This is what makes the background of emotional intelligence.

The first is knowing oneself. This is known as self-awareness. This helps one to understand their emotions. You cannot understand others' emotions without understanding yours. It is important to see the graph or patterns of how you react to different situations. It is important to master your moods without criticizing yourself. Get to learn who you are and appreciate it. Then after you have done this, reading others and knowing how to respond to them is well pretty much easy. This helps someone work on controlling their emotions at all times. It also helps one to know how to direct one's emotions, after all.

The other component is being able to keep oneself in check. This is often known as self-regulation. This is where one has to train himself or herself in the art of keeping their emotions in check. This works hand in hand with self-awareness. Once you know how your emotions work, then it is easy to keep them in check. How to do that all depends on you. It is one's responsibility to know and to keep their emotions in check. Others cannot do that for you; hence it is you who has the power when it comes to emotions.

Also, there is motivation as a component. This is where one has to have an interest in learning and to improve themselves. In this topic, the learning and the improvement involve the emotional part. One should be ready to learn about

His or her emotions and to know how to improve them at the very end One should be enthusiastic about what all their emotions are like. One should be able to accept themselves at the very end. It is always advisable to be motivated to know themselves even better than they think they know them.

This step is important as the rest

The next is being able to put yourself in others' shoes, especially if they are in trouble or at a hard place. This feeling and virtue are known as empathy.

Most people confuse empathy and sympathy. Sympathy is feeling pity for someone who is not faring well. These two meanings show the difference between these two terms. They are interrelated but are totally different.

Empathy is a virtue that, when expressed, shows that someone can feel. That means that the person can be able to express their emotions, and that is a good sign. It shows a sign of humanity.



# **Chapter 2**

## **THE HISTORY OF EMOTIONAL INTELLIGENCE**

The term EI was first used during the 1980s when Salvoes, Mayer, and Caruso published research papers that identified some capabilities, which they considered to be the building blocks of emotional intelligence. By making use of the standard measurements that were associated with the measures of intelligence, the team was able to come up with a model that had similar limitations and passed the same criteria as other intelligence measures.

Another consideration asserts that the logical history of Emotional intelligence began with the thorough and thoughtful work of Darwin. In his work, Darwin explored the emotional expressions and ability to engage enable animals to survive and adapt successfully to their environment.

The work consisted of a collection of illustrations and observations, which showed the real expressions of emotions. It also provided explanations of the role that emotions play in the success of animals.

During the development of intelligence models, the researchers looked at the various cognitive ability elements pointed out by researchers such as David Weschler. In the models, it was established that emotions happen to be a critical component of the human experience. However, they did not feel that

## **They Had the Scale To Measure**

While the role that emotions play in human cognition did not make any sense, researchers of the basic forms of human intelligence established that the role of emotions was going to be significant when it comes to an understanding of human performance.

There were also other researchers who proposed different forms of human intelligence, such as Howard Gardner, including musical, spatial, interpersonal, and kinesthetic as the most inventive categories. This model is based on the assumption that intelligence has to do with what is of value and essential to thriving in a specified culture.

The various dimensions of intrapersonal and interpersonal experience were a special area of interest for the researchers who were exploring emotions and the role that these dimensions play in wellbeing and performance.

Paul Ekman's studies and the basic emotions university contributed to the already existing knowledge that emotions are at the center of human experience.

While neurologists were able to identify the wiring that is associated with emotions and the impact on all elements of human experience, the technical drive to establish a workable theory fueled the works of Salovey, Caruso, and Mayer.

The researchers' set of capabilities to manage and perceive emotions is now the accepted model

In line with the work of the three researchers, other researchers also played a key role in examining emotional response triggers, specifically stress.

Psychologists interested in the performance of individuals during stressful situations came up with several emotional competency models.

Using existing work as the basis of his study, Reuben Baron created the now popular BarON EQ-i. The BarOn EQ-1 was based on the assumption that the roles of management, optimism, and well-being are interdependent with factors that are interpersonal as the center of emotional intelligence.

While many researchers, including Baron, assumed that emotional intelligence includes several capabilities, they laid great emphasis on the factors that were associated greatly with performance.

By making use of these research threads, Daniel Goleman, a renowned journalist, penned a book on emotional intelligence, which not only became popular but also sparked a series of debates concerning the concept of EQ.





# **Chapter 3**

## **THE PURPOSE OF EMOTIONAL INTELLIGENCE**

### **Emotional Intelligence in Real-Time**

In real life, emotional intelligence has several practical uses. It actually shows up in literally every interaction that you have with other people. Even when you are by yourself, emotional intelligence is directly related to how you handle any problems that arise or the way that you view yourself.

Imagine for a moment that you are in a relationship with someone else. You are quite emotionally intelligent, but your partner is not. You and your partner disagree about something, and while you are willing to disagree and move on, your partner seems wholeheartedly offended about the disagreement and claims that if you cannot change your own mind and figure out how best to assimilate with your partner's views, then your partner does not think that the relationship is viable long-term. This is an example of the difference between how someone with low and high emotional intelligence would handle that situation—the one with low EQ thinks of the situation as entirely worthless. They are driven by their emotions, and if their emotions tell them that they cannot be in a relationship with someone who disagrees with them, then they refuse to do exactly that. They will not be in that relationship simply because they would rather serve themselves than the other party. They need absolute harmony in order to feel like their relationship is secure. Is that realistic? Not really—relationships are never perfect. There are no two people in the world that will ever have a perfect marriage without any conflict at all.

Emotional intelligence includes several very important skills in order to function as well as it is supposed to. In order to be emotionally intelligent, you must be able to be self-aware. The partner in the previous example was simply not. The partner was unable to recognize that it was emotions clouding the situation and that the relationship was not deserving of being dropped just because of one small disagreement. When you are self-aware, you know when you are behaving in an emotional manner rather than a way that should be conducive to success and happiness.

# **The Practicality of Emotional Intelligence**

This obviously makes emotional intelligence incredibly practical—if it determines success in nearly every aspect of your life, it must be practical in some ways, right?

That is exactly right.

Emotional intelligence allows you to do several things. You will be able to express yourself without worrying about what other people think—consider how usually, when met with resistance from other people, it can be difficult to express your disagreement. When you are emotionally intelligent, you do not worry about it because you trust that you have the tact to handle the situation smoothly and effectively. This is a practical use—you do not have to worry about uncomfortable conversations.

You are likely to be more resilient when you are emotionally intelligent as well—think of the benefit of that for a moment. This means that you can cope with disappointment and problems without immediately freaking out. So many people these days cannot handle the stress of something changing or plans to have to be altered, but if you are emotionally intelligent, beyond that initial worry, you will find that change is not so scary after all. In fact, you will welcome change. If that change came because something you have done has failed, you would see it as the perfect opportunity to attempt to learn from whatever went wrong the first time. This means that you will legitimately be learning from your mistakes instead of feeling like they are the biggest disappointment in the world.

## **Traits of Emotional Intelligence**

Now, let's take a look at exactly what it is that makes someone emotionally intelligent. What are the traits that can be used to identify whether someone is actually emotionally intelligent versus simply good at faking relationships?

People who are highly emotionally intelligent find that they are often quite competent when it comes to anything related to emotions. They can understand their own emotions, while also recognizing the emotions of others. They are able to relate to other people and use their own feelings to help them understand, but at the end of the day, they do not give in to their feelings. They are ultimately in control, despite the fact that their feelings may be incredibly compelling.

These people are also incredibly motivated and driven—they have an intrinsic drive to them that is rare otherwise. They know that they can accomplish nearly anything, and they will always seek to better themselves.

Success is rarely the endpoint for these people, and they will always strive for better, but also recognize that perfection is an impossibility. Effectively, they are chasing after practical betterment without ever aiming for an impossibility the way that some people without emotional intelligence, such as the narcissist, may do.

Finally, one of the best skills of all is actually a series of skills. The emotionally intelligent individual is incredibly strong in regard to social skills. They are able to regulate themselves with ease around other people and able to communicate like it is second nature to them—because it is.



# **Chapter 4**

## **THE PILLARS OF EMOTIONAL INTELLIGENCE**

### **Self-Awareness**

Self-awareness encompasses your ability to know what is going on with yourself at any given moment. Effectively, it allows you to know your own current state with a quick check-in. In particular, you will need to be able to identify your own emotional state—knowing exactly how you are feeling at any given moment. Remember, you should know the emotion more specifically than just saying that you feel good or bad—you should be able to tell if good or bad is actually happy, angry, annoyed, disappointed, or anything else.

Beyond just emotional self-awareness, you must also be able to perform what is known as an accurate self-assessment—this is the ability to understand your own strengths and weaknesses at any given moment and is a critical skill to have. When you can accurately self-assess, you are declaring that you are well aware of your own shortcomings and aspects of your life in which you may need help. Remember, it is okay to need help sometimes—but you need to know when to ask for it.

## **Self-Management**

The second skill set involved in emotional intelligence is known as self-management. This will encompass all of the skills that determine how well you manage or control yourself, including how well you stay on task or if you are able to ever get anything done in the first place.

Those with high self-management are quite self-controlled—they recognize that their own emotional maturity is critical and are able to control those feelings and express them in appropriate manners in appropriate settings.

This is critical—it means that you are actively making it a point to make decisions that will keep you from behaving impulsively in any way.

Beyond that, you are also quite goal-oriented as well. In knowing that you need to achieve things, you are able to make sure that you are always working toward them. You understand the value of goals and actively take advantage of them whenever possible. This skill is invaluable—it means that you are regularly able to keep yourself on track and organized enough to figure out how to get there.

Further, that goal orientation also comes along with the ability to be motivated. You have the initiative to keep yourself moving forward, even when you are not required to do so. You will move forward simply because you want to continue to better yourself in any way possible.



## **Social Awareness**

The third pillar of emotional intelligence is social awareness. This is your ability to understand other people's emotional states just as you were able to learn your own. Effectively, it is self-awareness with some empathy sprinkled in for good measure to allow those feelings of understanding to extend to other people as well. After all, emotional intelligence is a social skill.

The primary skill of social awareness is empathy. It is the ability to create connections with other people in a way that allows you to understand the emotions of others. More specifically, at this stage, you are developing a sense of emotional and cognitive empathy—this means that you are able to develop an understanding of what it is as a concept while also being able to relate to the feeling as well.

People with high social awareness also tend to develop what is commonly referred to as service orientation. This is almost like being a people-pleaser but without the negative connotation. When you are able to develop this service orientation, you will find that you are always happy and willing to help contribute. You want to ensure that those around you that would be reliant on you in any way for anything at all are cared for. Think of how when you go to a restaurant, the waiter's job is to ensure that you have everything that you need—he facilitates your ability to enjoy a good meal. He seats you and takes your orders. He brings you drinks and delivers your orders to the cook. He ensures that you get all of your orders and makes sure that everything is exactly as you wanted it to be, and finally, he helps you pay and cleans up the mess afterward. That is a service orientation—he is there to serve. When you are emotionally intelligent, you develop a similar disposition toward helping other people. You find that helping other people comes naturally and that you want to always

facilitate other people's success as well. You will do whatever you can in order to ensure that other people are well taken care of and happy.

## **Relationship Management**

The final pillar of emotional intelligence is relationship management. This is effectively your ability to manage and facilitate the relationships between other people. You will effectively recognize these skills as the ideal leader skills in someone else. When you are effective as a leader, these tend to come naturally as a result.

The first subskill of relationship management is becoming an inspirational leader. This can take several forms—just because you are inspirational does not mean that you have to be in the most authoritative role in the hierarchy.

You can achieve this skill simply by modeling proper behaviors. You show that you are a good mentor that people can come to when they are in doubt or worried that they do not know what they are doing, and you can help facilitate them.

Beyond that, you are also bound to be quite influential. In particular, you will be incredibly skilled when it comes to influence and persuasion without actively manipulating others. You will have such a way with words that you are able to efficiently and clearly motivate those around you just with your words alone. You do not need to make major promises or attempt to convince everyone else of what you want them to do—you can just get them to do it.

On top of the ability to motivate with ease, you find that you also become incredibly skilled at mitigating conflicts. You are able to stop them before they can begin, but also to help settle any disputes that do arise. Because you are so skilled at looking at other people and how they interact with each other, you are able to figure out how best to improve relationships as well, and you are quite skilled at putting together teams of people that complement each other quite well.

## **Emotional Intelligence and Empathy**

While not one of the four key pillars of emotional intelligence, empathy deserves its own section for proper recognition. When you are empathetic, you are effectively quite capable of understanding and relating to other people with ease. You find that you have no struggles with figuring out how best to reach out to other people and find that you are regularly motivated to help. That motivation to help comes from empathy.

Within empathy, when you become capable of both emotional empathy and cognitive empathy, you usually develop what is known as compassionate empathy. Compassionate empathy is your own ability to recognize what other people need and feel the need to help meet that need, if at all possible.

Effectively, if you know that someone else is struggling around you, you are able to relate to them. It doesn't matter what the struggle is; you feel like you can relate, and because you can relate, you want to help them in some way. That may help give food or money to the homeless person you see on the side of the road. It may be calling up a friend and offering to babysit for the weekend because you can see just how overworked she is at the moment.

It could even be arranging for a fundraiser and meal train for someone going through a major medical event without them knowing about it.

## **BONUS: Emotional Intelligence Test**

To improve your emotional intelligence skills, try the following exercises: How do you feel? Do you feel happy? Are you sad? What are some emotions that come up for you now? What emotions might someone else be feeling when they see this photo on their desk at work? Describe one emotion that someone had or does have in this picture. Make a list of some emotions that you may feel. Make a list of what makes you feel that way. The next time you're feeling any emotion, ask yourself why are you feeling this way and what caused it?

Think about your answers to these questions and how they relate to emotional intelligence. Is there anything that stands out for you? Emotional intelligence is the part of your intelligence that involves being sensitive to others' emotions and feelings and being able to recognize them within oneself. This infographic is an excellent way to learn about emotional intelligence! We hope it helps!



# **Chapter 5**

## **USING EMOTIONAL QUOTIENT TO YOUR ADVANTAGE**

### **What is Emotional Quotient**

The emotional quotient is the ability of a person's emotions to influence their thoughts and behavior. The EQ can be measured with Intra-personal Intelligence, which measures how well someone analyzes their own interactions with others. Emotionally intelligent people are better at recognizing their own emotions, listening to others' feelings, and communicating effectively with others.

A person's emotional quotient is strongly influenced by genetics, but there are some factors that may also contribute, such as education level, upbringing/upbringing style, age, gender (man or woman), cultural background (and the way in which cultures teach children about emotions).

# **Skills That Will Assist You in Developing Emotional Quotient Empathy**

The ability to understand and share the feelings of another. The capacity for intellectual and emotional understanding, arising from one's identification with or vicarious experiencing the feelings, thoughts, or attitudes of another.

The capacity for empathy was not something only reserved for humans. Empathy is a basic skill that every living creature has because it enables them to make decisions in their best interest. Since we are social creatures, it also plays an important role in our relationships, especially when we want to build trust with others. The inability to empathize will most likely lead us astray and create conflict, which can be resolved by first being able to see things from the other person's perspective and understanding how they feel about this situation.

Empathy is also important in terms of being able to use our skills/talents for the welfare of others. It is through empathy that we are able to fully understand what it feels like to be in someone else's shoes. Empathy can help us in getting along with others and developing a harmonious relationship with them.



## Self-Awareness Techniques

Focus on the here and now. Use each moment to identify how you feel, what you think, and what you want. "Self-awareness is the act of looking inward; knowing oneself." This is important for developing self-discipline as it helps someone recognize their needs, desires, and limitations.

Don't be afraid to make a mistake. Human beings are not perfect machines that should never malfunction or face any challenges in life. People should accept that they will make mistakes from time to time—this is inevitable and necessary for personal growth. Try not to become frustrated with your failures.

Before you speak, think about what you are going to say. Speak from the heart and avoid using words that come to mind first. "Don't lose your chance by saying dumb things out of habit." Know the possible consequences of your words. In other words, don't hold back or speak in a way that will hurt someone's feelings—especially if it's unintentional. Also, avoid speaking hastily; you may say something without thinking about it first, thus hurting someone's feelings in the process. Instead, take time before responding to something that is said so you can make sure what you are saying is appropriate and true towards the situation at hand.

"Sit up, look straight, speak clearly, and look people in the eye." Remember, these are the four corners of communication. "By looking someone in the eye, you project confidence and self-esteem. By sitting up straight, you send a message that you are open for communication."

Visualization can be very helpful when trying to achieve goals. It helps weed out distractions and encourages motivation by picturing yourself being successful. This technique can also help with setting goals as it allows one to

focus on what they want their life to look like and what steps it will take to get there.

# **Self-Management**

"The first thing is for you to admit mistakes and errors. Find them, confess them, let your boss know that you are responsible." —Robert Half

In order to be successful in anything you do in life, self-management is key. And with the right mindset and strategy, it's possible to make a positive change in your life.

Most of us recognize the importance of self-management—it's defined as "the ability to consciously plan and execute your work in a way that meets personal and professional goals."

# **Social Awareness**

Social awareness is the ability to perceive and understand what is going on around you. It's about being able to make sense of your environment, including other people's emotions and thoughts. This makes social awareness one of the most useful skills a person can have in today's society, where there are so many different activities going on at once, and people take their cues from each other. When you can recognize when someone else might be feeling frustrated or sad, it makes knowing how to respond easier.

# **Make Yourself Better**

Everybody wants to be better. They want to be better at their career, at their hobbies, and in life. And in order to do that, you have to make yourself better.

But what does being "better" actually mean? You could define it as achieving a higher level of mastery in your desired field or becoming more successful, or you could really just want to become more knowledgeable and experienced so that you can lead a richer life. It might also just mean getting healthier—having the energy for everything that's important in your life—or simply feeling good about yourself on the inside and out. Making yourself better is a process that everyone goes through, and it's usually more complicated than accomplishing one thing. It's probably a combination of things that will make you better at what you want to be better at, and that might also make you happier.

## Practical Example

I am happy because I was just promoted at work! I'm sure everyone will be happy for me! (EQ-low).

I am sorry that you did not get the promotion. It must feel like such a blow right now. We will have to work extra hard to get the next promotion because of you! (EQ-high).

The first is a high EQ example of gratitude: "I am happy because I was just promoted at work!", the second is a low EQ example of praise: "I'm sure everyone will be happy for me!". The difference between these two examples makes a big difference in the way each person feels: happy vs. sad.

In the last sentence, the lower EQ person uses words such as "we," "our," and "because." These words make it sound like they are passing the responsibility of feeling sad on to someone else. This makes them feel guilty or starts to lower their self-esteem. For the higher EQ person, they would say, "I'm sure everyone will be happy for me!", this makes them feel happy, and it is more likely that they will feel the promotion was deserved because of their hard work.



# Chapter 6

## HOW TO HANDLE YOUR EMOTIONS IN RELATIONSHIPS

Throughout your life, your relationships with friends, family members, and significant others will typically change. Whether it's due to a new person entering the picture or old feelings resurfacing after years gone by, it's important for you to realize that how you handle these changes can either strengthen or weaken your relationships as they constantly evolve.

The key is to be mindful of what you're feeling and use that awareness to guide the decisions you make. Here are some of the different emotions you may experience in a given relationship:

- **Jealousy:** One example might be when there is an unspoken competition between two people over who will get more attention from their partner while ignoring everything else going on around them. This often leads to arguments and resentment, which not only hurts the people involved but can also make the relationship unstable.
- **Anger:** Whenever a fight or argument occurs, it's important that the feelings of anger are channeled into productive activities rather than simply being expressed through yelling and screaming. When you're angry with your partner over something that was said by one of you or done by one of you, it's important to leave some things unsaid before asking how each other feels about it. Additionally, try to avoid pointing fingers and use constructive criticism as a way to resolve conflict rather than making accusations about how another person is being mean or unfair.



- **Loneliness:** When this occurs, it can be a sign that you might need to take a break from the relationship or spend more time with the person in question. Dating sites in Tagalog

- **Depression:** While many people might feel sad after being in a relationship for some time and seeing it fizzle out, others can experience sadness even when they're not in one. Whatever the case, it's important not to bottle up these feelings or ignore them, as this will lead to other problems down the line with other individuals. Instead, try talking to friends and family about what's bothering you and find ways to make yourself feel better.

When you're feeling one of these four emotions on a consistent basis, it's easy for your relationships to suffer since the significant other involved can sense that something is wrong. This is why it's so important for you to take a step back and realize that your emotions can sometimes get in the way of figuring out what exactly went wrong with a relationship or how you can work together as well as possible.

A relationship may only last a short time or last for years, but what really matters is how the two people involved behave when they are together. As long as you're having fun and being around each other, there is no reason why you shouldn't be able to strengthen your bonds and have a positive effect on each other.

"Rushing headlong into a relationship without taking the time to get to know the other person does not serve the best interests of either party."—Amy Morin, Life Coach

If this sounds like something that you can do on a regular basis, make sure that you set aside some time for yourself each day so that you can take things at your own pace. After all, it's important for everyone involved to feel comfortable in their own skin and be able to share with the significant other what they're feeling. The more that you

take the time to understand the other person, the easier it will be for you to make decisions and lead your life as you see fit.

# **Chapter 7**

## **METHODS FOR MASTERING YOUR EMOTIONS**

There are many methods for mastering emotions. One of the best ways people have found to master their emotions is through mindfulness or awareness. This practice involves being aware of the present moment and practicing what we call mindful breathing techniques in order to calm down from an intense emotional state. Being mindful means paying attention, without judgment, to your thoughts and feelings—leading you towards a state of acceptance for yourself.

This method can help because it's proven that most people react more strongly when they have a limited range of arousal within themselves—meaning if your heart is racing, chances are pretty good that you're going to act out when faced with an emotion-provoking situation. This method can help you learn to become more aware of your emotions and therefore calm down more quickly. It can also help with the tendency to react to emotional situations rather than let them arise and pass through you. In this way, being mindful can lead towards a sense of equanimity over time so that you feel less stressed out—which is beneficial for everyone.

Besides being mindful in order to master your emotions, there are ways for you to practice accepting yourself at any given moment in time, even if you're feeling sad or angry, or frustrated. For instance, one thing we know about ourselves is that we are creatures who are capable of creating mental maps of how we think things should be or how they should be with us. If we're in a relationship, for instance, and we have an expectation that the other person

should know exactly how to make us properly happy—then we're going to be disappointed. Similarly, if we expect ourselves to always be upbeat or always be happy about something and we're not feeling that way at all, then again, we might act out in some way. None of this is healthy for our emotional well-being over time.

The trick behind this method is really focused on the understanding that humans are human—meaning all of us experience emotions sometimes, and when they arise in us, they catch us by surprise. The trick is to be able to accept that we're all human and that sometimes we might feel sad or angry or frustrated—and to know that sometimes we might fail at doing things. In this way, you can catch yourself when you react and try to do something different, like take a different perspective on the situation.

Since most of us have some amount of emotional intelligence, it's helpful for us to have ways of practicing this skill of acceptance. We've discussed in previous articles the benefits of Emotional Intelligence (EI) in our lives, though many people tend to believe they don't possess this trait. And, given that EI is not a very commonly used term, it's easy to see why people might not recognize what they have. However, we've mentioned in this article that if you pay attention to your emotions and the fact that you're human and sometimes you might feel sad or angry—then that's a start.

Becoming mindful of your emotions can prove the key to unlocking the door to becoming more in touch with yourself as well as helping you put a dent in those negative emotions and feelings within yourself. Being aware of the present moment means you can catch yourself before reacting to an emotion-provoking situation or feeling sorry for yourself, which is beneficial for everyone, especially when we're talking about methods for mastering our emotional state.



# **Chapter 8**

## **COMMUNICATIONS SKILLS IN THE WORKPLACE**

With more and more people relying on the use of technology in their daily lives, communication skills are important not only for individuals but for companies as well. It is estimated that over half of all adults between the ages of 18 to 24 say they have spoken with a business or customer service representative via text message or social media. With so many Americans now interacting through technology and turning to these outlets as a common form of communication, it is becoming ever more important for businesses and individuals alike to practice effective electronic communications.

Communications skills are critical in helping individuals build and maintain relationships with their coworkers, customers, and clients. Many times, these relationships with others begin at a place of trust. It is important for employees, customers, and clients to know that they can trust companies and their representatives to tell them the truth about the company's products or services. In return, it is also important for an employee to be able to deal with a customer or client professionally by not being overbearing or rude.

On top of that, businesses rely on their customer support team members for communication between the business and its customers. In order to communicate effectively with all parties involved in providing customer service, one must have both basic as well as advanced verbal communication skills. These skills need to be practiced, as using them will help an employee become a more successful communicator.

This will allow an employee to deal with customers in ways that allow for the best possible outcomes.

It is important for businesses to have exemplars in their workplace that can communicate effectively. Not only does this provide a model for others to follow, but it also allows those same employees to see how good communication can go wrong. This helps get a company's attention and improve things when something has gone wrong or can go wrong.

In order to effectively communicate a message, a communicator must first be able to listen and pay attention. Without listening, an individual is not fully aware of what their audience wants or needs to receive from them. If a message isn't delivered correctly, and the receiver of that message hasn't gotten the full story, then conflicts will arise. It also is important for any message to be delivered in a tactful way so as not to cause any hard feelings among others with whom an employee interacts on a daily basis.

Verbal communication skills are something everyone can benefit from obtaining or improving upon. This includes communicating with coworkers, customers, and clients alike, as well as friends and family members in personal settings.

Not only will better listening skills allow for better communication, but they can also help avoid conflict and misunderstandings with others, both personal and professional.





# **Chapter 9**

## **SECRETS TO BUILDING HEALTHY SOCIAL RELATIONSHIPS**

Every day, we talk to people in our lives over a wide variety of topics, from the mundane to the absolutely jaw-dropping. Every relationship we form has its own unique dynamics and challenges. Some are mutually beneficial and longstanding; others are friendships of circumstance or happenstance at best.

Throughout this article, I'll be exploring various ways that you can go about building healthy relationships with a diverse assortment of people that you like, love, and communicate with on a regular basis. Topics include things to keep in mind before you contact someone new, how to make an impression, how to maintain your relationships regardless of where they are in their life, how to approach difficult conversations with grace by practicing self-compassion.

I'll also be delving into the topic of self-care and healthy boundaries. I believe that you cannot effectively build healthy relationships without being present and available to those you care about, as well as yourself. I encourage you to read, listen to, or watch the videos below, which provide some solid advice on boundaries and self-care.

# **Healthy Relationships are Created, Not Chosen**

We're all different people, with different needs in life. We meet others who come from various backgrounds and personalities through our own journeys. Some are a perfect fit for us and our needs, and it feels like we've known them forever; others become instant friends just by chance (and we never want to let them go).

Healthy relationships are not about a desire for the other person to be different. The nature of healthy relationships is about respecting and loving someone exactly where they are in life and being open to adjusting yourself for the better. This is humanity at its best, or its worst, depending on your outlook!

Healthy relationships start with acceptance: Accepting the ways that people come from differing backgrounds and experiences, yet always striving to be the best version of themselves regardless of their age or social ranking.

Fostering healthy relationships involves giving everyone a chance. It's about touching base with people you care about just to see how they're doing. It's ready and available for when your loved ones need you the most. It's knowing your boundaries and creating relationships that allow everyone to feel safe and secure. No matter what, building healthy relationships is not a one-time deal. It's a way of life.

# Creating Healthy Relationships with People You Like, Love, or Just Know

Whether it's your partner, best friend, family member, co-worker, or someone you barely know on the street. There are many ways to go about connecting with the people you care about. Whether you're in a relationship that is new or long-established, a relationship change is inevitable and required to stay healthy.

When you feel ready to be vulnerable, you can either make the switch or be open about who you are today, or maintain the lie that there is something "wrong" with you and try hard to mask the changes that are occurring within.

Here are some tips that will help you take the steps necessary for healthy relationships:

**1. Remind Yourself That You're Not Alone:** It's easy to feel alone when you're going through a difficult time. Sometimes it's easy to forget that there are a million other people who have gone through exactly what it is that you're going through right now. I know that you may have felt this way before and that it's the need to be loved, accepted, and understood that is the driving force behind your drive for healthy relationships.

**2. Stay in Your Comfort Zone:** Going out of your comfort zone is a necessity in building healthy relationships. It's not about making friends with everyone; it's about respecting them as you are by being yourself and letting them be who they are. Everyone has their own way of doing things; what works for one person may not work for another. You just have to learn how to adapt accordingly by trying different approaches to see what works best for you.

**3. Prioritize Your Own Happiness:** When it comes to building healthy relationships with people you like, love, or even know, it's important for you to recognize that happiness is a choice. This concept may sound selfish at first, but the truth of the matter is that until you are happy and well-adjusted yourself, no one else can be either being able to prioritize your own happiness means doing things for yourself before others.



# **Chapter 10**

## **TRICKS AND TECHNIQUES FOR OVERCOMING NEGATIVITY**

Negative thoughts and feelings can be a serious drain on your emotional well-being. Whether they come from a tough day at work, the news, or just because you're in a bad mood, thoughts of feeling down can take over your mind.

Negativity can impact your mood, relationships, work performance, and even your physical health. Many of us feel helpless to change our outlook on life when we feel negative emotions like anxiety or anger. But there are a number of things you can do to help stop the negative thoughts in their tracks. Here's how to overcome negativity and build a positive mindset:

When you catch yourself thinking negatively about something, stop yourself. According to a study published in the *Journal of Cognitive Therapy*, people who trained themselves to interrupt their negative thoughts were more successful at managing their feelings than people who did not interrupt their negative thoughts.

Put a positive spin on it. Sure, it's hard to think positively when you've been dumped by your lover or your dog just died. But putting a positive spin on your negative emotions can actually make them easier to bear. A study published in the *Journal of Social and Clinical Psychology* found that people who were able to put a positive spin on their thoughts had better emotional well-being than people who didn't do this, even if those people had lower levels of depression and anxiety to begin with!

Acknowledge how you feel. People with depression tend to be fatalistic about their negative emotions, thinking that

they will always be unhappy in life. But there are ways to break out of this mindset. For example, you could write down all your negative thoughts—fears, worries, or negative thoughts about yourself. Then ask yourself if those things are true? If not, put a note by them saying "Not True." Remember—the more you change the way you think and manage your feelings—the easier it will get.

Write down your thoughts and feelings and ask yourself, "What am I really feeling right now?" Most people tend to attribute their negative emotions to external factors rather than think about what is going on internally when they feel mad or sad. This exercise can help you to discover what is actually making you feel bad and help you to further work through those emotions.

Focus on the present. Many negative emotions are caused by ruminating about the past or worrying about the future. One way to combat this is to learn how to "be in the moment." Research has shown that meditation can help people focus on the present, which helps eliminate negative thoughts and feelings. Try out guided meditation techniques, such as this one from UCLA's Mindfulness Awareness Research Center, or try meditating on your own using a muscle relaxation technique. (The following is a great one to try: First, put both feet flat on the ground while sitting on a chair. Then imagine that the bottom of your feet is being pushed down into the ground. Next, you should tighten the muscles in your feet by flexing them, then relax them for one or two breaths. Next, tighten and relax each leg by flexing and relaxing each thigh muscle.) By focusing on something simple like this, you can help to slow down your thoughts and feel less anxious.

Give yourself credit for the progress you make. It's easy to dwell on our failures, but it's also important to recognize when you've made strides toward improvement. Try getting

as many goals as you can, and make sure you tell yourself how well you are doing in reaching them.

Check-in with yourself before giving in to a negative thought by asking, "Is this a realistic thought or am I thinking too much?" and "Will this thought help me to be more effective or happy?"

Get rid of your personal myths. Personal myths are beliefs about ourselves that we have developed over the years. These beliefs might include "I never get sick," "I'm too critical," or "I need to be perfect." Repeatedly telling yourself these things can keep us stuck in a rut of negative thoughts. One way to overcome negative thoughts is to challenge these beliefs. For example, if you think you are too critical of yourself, find someone who would disagree with this idea. We all have positive attributes that we can also focus on.

Meditate. When you meditate, you focus your attention on your breathing and calm yourself down before the negative thoughts take over. This is a great way to practice being present, which goes hand in hand with eliminating negative thoughts and feelings. (A great guided meditation from UCLA's Mindfulness Awareness Research Center).





# **Chapter 11**

## **UNLEASH THE EMPATH IN YOU**

So you have an empath on your hands. What should you do? First, know that like any personality type, there is a very wide range of empathy from highly sensitive to not at all. This means that while some people are empathic in certain ways, others might be more of a rock or the ocean. So how can you find the level for yourself?

The most important step is to know what triggers your empath and what helps them calm down when they're triggered. This will help guide your development as an empathic person so that you can decrease and increase either sensitivity or energy depending on the situation.

Keep in mind that everyone experiences emotions differently. You might have a more tactile sense, an auditory or a visual one. It might be that you get this from someone else, but it is different for every person. This is why you should never try to force your way of experiencing or dealing with emotions on another person.

Emotions can also vary from one situation to the next, and just when you think you know how they feel and what they are capable of, they surprise you. This is because while your empathic nature can help you see the big picture, it does not mean that everyone's experience will play out in the exact same way as yours does.

Don't be afraid to explore what works for you, but keep in mind that the people around you have an equal right to experience their emotions as you do. This means that you need to find the balance of how much sensitivity is appropriate for your situation.

Also, it's okay not to react or feel a certain way about a situation. There are times when you might be pulled in

many different directions by your emotions, and it becomes nearly impossible to decide what is the correct thing to do. This is why developing strategies for emotional regulation will help immensely, especially if you plan on helping others with empathy and/or healing.

And lastly, remember that you do not have to take everything personally. You might feel every single thing that a person is feeling, but it doesn't mean that you are being attacked, or that you need to act on something if you don't want to.

The key is to stay in your own center and be as honest as possible with yourself. While this might sound easy, it can be a challenge on its own, especially when a situation calls for it. This is where emotional regulation strategies come in because they allow you to work within your boundaries and experience the emotion while not pushing others away from you in the process. It also allows you to let go of the emotion without having to push it onto someone else at the same time.

Here are some strategies that might help:

- Ground yourself either through your 5 senses or your 6th sense (energy or spirit).
- Observe your own emotions rather than having them overtake you. Are they pulling you in? Is it just a thought? A feeling in the pit of your stomach? Observation allows you to gain distance between yourself and the emotion, which gives it less control over you.
- Don't fight your emotions, especially if they are healthy and not harmful in any way. Emotions allow us to experience life, so don't deny yourself this experience. Just be mindful of where and when it is appropriate to feel this emotion.

- Release your emotions. Practicing meditation, yoga, working out, etc., will help you in releasing emotions in a healthy and natural way.
- Don't push an emotion down or hold on to it, allowing the energy to dissipate and go back to where it came from. Let it go. It is not something that will keep you stuck there forever if you don't take action about it.



# **Chapter 12**

## **EMOTIONAL INTELLIGENCE AND THE NARCISSIST**

If the person with high EQ is capable of empathizing heavily with other people, the narcissist is not. The high EQ individual is empathetic and giving by default, whereas the narcissist is demanding and selfish. The narcissist does not care what has to be sacrificed for him, so long as the sacrifice desired actually happens.

If high EQ brings with it leadership skills and admiration, both things that the narcissist desperately wants, unfortunately, the narcissist lacks in both departments. The narcissist may strive to have those two end goals, but at the end of the day, his pervasive lack of empathy makes that impossible. He cannot make proper, real relationships with other people simply because he is incapable of relating to other people.

Now, you may be thinking, emotional intelligence is the solution to narcissism, right?

Unfortunately, that is a bit of a complicated question. When you are narcissistic, you believe that you are perfect and always right. Part of personality disorder is the inability to recognize when you are at fault for something. Instead of being able to admit fault and move on with the attempts to try to better him or herself, the narcissist instead doubles down and insists that nothing is wrong with him. He believes that he is fine the way he is.

However, remember that a major portion of the most basic functions of emotional intelligence was self-awareness and self-regulation. The narcissist has none. The narcissist does not accurately self-assess and does not see anything as a

weakness—everything must be a strength at all times. The narcissist does not regulate emotions—if anyone angers him, he will lash out at anyone around without holding back. The narcissist is, effectively, almost untreatable because of these pervasive beliefs. In order for emotional intelligence to be effective, the narcissist would have to admit that he had a problem in the first place, and anyone familiar with a narcissist would know that would never happen. The narcissist is never going to admit fault or admit that something as fundamental as his personality was flawed with a disorder.

Imagine for a moment that you are friends with a narcissist. You may be the most emotionally intelligent individual in the world, but if the narcissist is not willing to work with you, even your own empathy is not enough in the long term to cope with the stress of the narcissist. The narcissist will always be so caught up in his own ego, demanding attention and support from other people and expecting lavish acknowledgment anywhere he goes, he will never be willing to put other people first.

If you can do this, you will effectively allow yourself to step away from the disaster sooner rather than later.

Yes, if you are emotionally intelligent or empathetic, this will go against any instincts that you have, which may be actively directing you toward helping the narcissist, but remember that helping will not do any good for someone who does not want to be saved.

He would rather force the world to fit into his own method of thinking, expecting everyone else to make things easier for him rather than him having to change. He assumes that he is so incredibly valuable that people would do anything to keep him.





# **Chapter 13**

## **SIGNS OF EMOTIONAL ABUSE: HOW TO RECOGNIZE THE PATTERNS OF NARCISSISM, MANIPULATION, AND CONTROL IN YOUR LOVE RELATIONSHIP**

Every relationship has a unique dynamic, but if you want to get out of your relationship with an emotional abuser, you need to be able to recognize the patterns of their behavior and understand what is happening. It takes courage to get out and scary to leave when you are in an emotionally abusive relationship. But recognizing the signs can help save your life.

Below are some signs that indicate that a partner may be emotionally abusing you. Keep in mind that not every person who exhibits these behaviors is necessarily an abuser, so if your partner does not appear for one or more of these signs, they still might have abusive tendencies but not be breaking any laws or harming you physically. If you feel there is physical violence involved, please get help from a medical professional or the local police if it is safe to do so.

- 1.** Your partner has a long history of manipulation and control in their relationships. You might have gone out with your partner for two weeks or so and come to the conclusion that they seem very nice, but you have learned that past relationships involving them were chaotic and full of manipulation. You may have even later learned that your

exes never wanted to talk about their problems with each other, but only complained about you or each other. They also did not want to see anyone else because they didn't want to hurt their new partner's feelings, even if they were no longer involved with you. They were also accused of cheating on their new partner by their exes.

**2.** Your partner is constantly obsessed with trivial details in your life. They read your text messages and e-mails without permission or a valid reason to do so. When it comes to you, the abuser is a hunter, and you are the prey. The abuser will tell you that they need to know all your secrets, and they seem genuinely worried about how you may react if they ask you questions about yourself or ask for access to information about you such as Facebook, cell phones, mail, or other social media accounts.

**3.** Your partner is paranoid about everyone, but only with you. They will tell you that they are worried about other people in your life, and they feel insecure when they are not with you. They may feel that they need to know exactly where you are all the time or who you might be talking to or texting, even if it is their own friends whom they know. The abuser will make sure to check up on the people that you may have contact with in any way, such as phone calls, text messages, and social media sites like Facebook.

**4.** You are always the problem. You are always in the wrong. You do not understand why they are upset, but you apologize over and over again, but it is never enough for them. Your partner tells you that you do not trust them, but they are the ones who need to check up on you all the time. They need to know where you are, who you are talking to, what websites you visit, who your friends are, and how long you talk for. Your partner may even go so far as to ask their friends and family about you and tell them things about you that they should not know.

**5.** Your partner controls your thoughts and emotions completely. Your partner will tell you that they love you but

that they also think the worst of you. They will make sure that if they said something good about themselves, then something bad must be said about themselves as well in order to balance it out. They will say that they "love you," but at the same time, they will insult you and try to make themselves feel better when the time comes along.

**6.** Your partner is jealous when the tables are turned. They don't trust anyone else, but they don't think twice about trusting others, even though they have a long history of different relationships that failed because their relationship was bad and full of drama and manipulation. They give out information about you to his/her friends as if it is no big deal. They show their jealousy when they are away from you, but when they are around you, they say that they trust you completely and wouldn't do anything to hurt you or make you uncomfortable. They may even get angry if anyone begins to talk about your relationship with them.

**7.** You start to question your own worth as a person. Your partner may tell you that all men/women are the same and that all people, in general, are bad, so it is okay to manipulate a man/woman into doing what they want because nine out of ten times, it will turn out badly for them. They will say things like, "I didn't know I wanted him/her until I got him/her. Now I'm just tired of him/her. All men/women are the same, so it doesn't really matter." They place all the blame on you for their own insecurities and tell you that they need to have you all to themselves for your own good because they are looking out for your best interests.



# **Chapter 14**

## **HOW TO SPEAK UP, SET BOUNDARIES, AND BREAK THE CYCLE OF MANIPULATION AND CONTROL WITH YOUR ABUSIVE PARTNER**

We could go on and on about how to break the cycle of abuse, but if you're living with an abusive partner, this is probably not your first rodeo. You've heard it all before: leave them, use your words, and so on. We know that it's hard to envision a life without them in it, and the thought of change can be scary. But the only thing scarier than change is staying in an abusive relationship.

There are so many things our partners can do to manipulate us, break our boundaries, and control us. We go to them for help, support, guidance, and direction but end up getting the opposite. It's how they're able to manipulate us and take advantage of us that is so scary. They know we will continue to try and get things right because they're our partners, and we love them.

Long after the relationship is over, one thing that remains with us is the fear of confrontation. This fear can extend from leaving the partner, dealing with the police or authorities, larger social groups like family/friends, etc. For many of us, it's the fear of not being believed—being told: "you're making a big deal out of nothing." But we know otherwise. We've been there!

How do you break this fear? You have to learn how to break that pattern in your life through practice and confrontation. You can't learn how to stand up for yourself in theory. It's all about putting theory into practice and moving forward from there.

You need to find a support group or someone you can talk to who will listen and point you in the right direction. You also need a plan of action, a strategy that is going to work for you.

In every abusive relationship, there are certain issues that are hot buttons for our partner. Their control of these areas keeps us in the cycle of abuse and prevents us from leaving them. They also operate as a form of punishment for doing something they didn't agree with. They tend to hurt the things that we love or hold dear to our hearts the most.

Listen, think, and read about what your partner did to you over time, and it will become clear what the issues are (for example: "If I had just done, then they wouldn't have hit me / called me names / done this or that"). Once you figure out what they are, it's time to confront them.

In order to confront your partner's abusive behavior, you need to have a plan and a strategy. Always have an excuse or reason (fake if you have to) for confronting them about the issue so they can't accuse you of arguing with them or using it to start an argument. This is key because it establishes the confrontation as being about something other than what it's really about—their abusive behavior.

Ask yourself:

- What are some things that I do that contribute to my partner's abuse? How can I change those things?

Because this is not punishment, we're going to ask our partners for help during this process, and hopefully, they will oblige. It's more effective if they participate but don't use that as a determining factor.

- Example:

My partner is really good at coming up with excuses for staying late at work, even after I've said not to—like he needs to stay and make up the hours he missed by being sick so we can pay our bills.

I'm going to confront my partner about this when we're both calm and not under any time pressure (for example: when we get home late from work). I would say something like: "Honey, please remember that it's really important that we have the money for our bills. It was really hard last month when we got behind because you wanted to stay late and make up the hours you missed. We're getting behind, and it's more important that we stay on top of things like getting bills in on time. You really need to stop forgetting to pay our bills. I know you want to feel useful, but you really need to get your work done."

If my partner says: "But I didn't forget—I was just sick for most of the month!", then I would reply: "You know what? That's not the point. The point is that it's important to pay our bills on time, and we're not doing that right now. As much as I love you, I have no sympathy for you when it comes to things like this because if this were a client, we'd be fired. I want us to work on this so that we don't get behind. You've been doing great for a while, but I really need you to focus on getting this done because it's important."

After you've confronted the situation and your partner has done something about it, ask yourself, "What did that confrontation do for me?". Did they stop the behavior? Or did they continue to manipulate you?

Figure out what worked for you and what didn't. Think about how you can use those things in similar situations in the future, and don't forget to ask yourself: "What did that confrontation do for me?"

If it worked for you, great! It's time to share it with others.

Be careful and understand that if your situation is a bit more complicated than the above example, then blend the activities into one long confrontation. Start with something simple like: "Honey, I noticed that you've been late a lot lately. It seems like you're really busy, and I don't think we can count on you being home for dinner. You really need to be home by 6 p.m. so that we can plan the whole day together. I miss our time together after work, and it's important to me."

Don't make it about the physical and emotional abuse. That's not what we're talking about here—even though many of us know it is. Don't make it about them breaking any rules (like curfew, sneaking out at night, etc.). That's not something we're going to bring up. Don't make it personal about them being mean, rude, or overstepping their boundaries (for example: playing music too loud, touching you when they're not supposed to). That's a more complicated issue that we don't have time for here; we need a specific plan of action. Ask yourself: "What do I do first?" What are the three most important things I want to accomplish? Don't point fingers or blame your partner. We're not going to bring up how they've been using drugs/alcohol (for example: "You always get like this when you drink!")—most abusers will say that. Addressing physical abuse is our only goal here.





# **Chapter 15**

## **TOXIC RELATIONSHIPS AND FRIENDSHIPS, AS WELL AS HOW TO AVOID THEM**

We've all been there. We go into a new friendship, excited and hopeful for what it could bring our life, and yet after some time, things are worsening. Doubts creep in about the person's true intentions. Perhaps they're hurtful or abusive physically or emotionally. If this is happening to you, know that you are not alone!

A toxic relationship can be hard to define as toxicities can range from low-key jealousy to physical violence—both signs of an abusive situation. The condition is diagnosed by a mental health professional, who will evaluate the relationship, and document the specific actions you or the person with whom you are having issues is taking. The main symptom of which is:

- Feeling unsafe in the presence of this person.
- Having feelings of terror if this person is present.

Sometimes it can be difficult to determine whether a friendship or relationship is toxic. You might be asking why you are still in a toxic situation if you are seemingly aware that it is not good for your mental health. Read on!

- You don't want to be the one to end it.
- You feel trapped in the relationship or friendship.
- You may lack the confidence to be alone, and fear that you will never find another person who likes you as much as this one does.

Another reason for this 'sticking with it could be that this person is, or was, a significant person in your life, and hence ending things may be awkward or impossible because of other people's feelings being involved. If you're stuck in a toxic situation, learn from your mistakes to prevent them from happening again in the future!

Just like there is joy in forgiveness, there is also in acceptance and change. You can learn that it is not your fault if you are in a toxic relationship, but also make the changes necessary to make it better for yourself and others.

- Identify what you are doing that allows this behavior.
- Make simpler choices: don't stay out too late if someone calls; don't go for coffee with an ex; be honest when you don't want to see someone.
- Learn from mistakes: if you do get stuck in a toxic situation, accept that it isn't working already and change to a healthier direction.
- Be aware of what can lead to these toxic types of relationships.

Here are some examples of the behaviors that can lead to something being toxic:

- Manipulation is just about control, and manipulation is made up of three basic parts, including lies, guilt, and fear tactics. This basically comes down to controlling everything about the other person's life—what they do, what they say, and sometimes even who their friends are.
- Fear Tactics are used to make us do things we don't want to do, and include: controlling behavior (for example: never letting you go out with your friends because it will make me lonely), criticizing, or insulting.
- Remaining silent, letting things happen without protesting, and not saying your problems are being ignored

are all other examples of fear tactics.

- Idealizing the other person's behavior is a result of losing contact with reality. This behavior often leads them to think they have done nothing wrong and that the person is still very nice, maybe even perfect! These are common symptoms of idealization.

- When you are controlled or manipulated, you will also tend to believe or feel that you are "not enough."

- Idealization can often lead to self-blame and depression.

- Guilt is another fear tactic. It is a result of not wanting to disappoint the other person. If they are angry with you, after all, there must be some awful thing that you have done. By not being able to say what it is, this feeling of guilt only makes things worse and increases your anxiety about any sort of confrontation.

- Controlling behavior may also include making the person with whom you are in a toxic relationship do all the work and always being right. This is a form of "enabler behavior."

- Emotional blackmail is when you are controlled through fear, and you are expected to do certain things. In other words, you 'owe' the other person something because they have made you feel guilty about something, or what is even worse, they threatened to stop being nice to you if you don't do it!

- This type of behavior makes many people very anxious and unhappy, especially in relationships where one does not want a relationship that will involve them feeling controlled or manipulated.

- You can see how these tactics all point to fear—that this person will be angry with you unless things go their way. It's a kind of "mental hostage situation" that you're in, and you need to be able to protect yourself from it by taking the following action steps.

- Recognize negative behavior: if you see evidence of abuse, violence, or other unhealthy behaviors, ask someone close to you for help or a referral (or at the very least a change of people and situations).
- Take care of your physical, emotional, and mental health by exploring healthy alternatives to the things that you use to cope, which are linked with these unhealthy behaviors.
- Get yourself out of the situation: if your life is in danger, then go to a safe place and call for help—whether it's the police or other appropriate resource.
- If you feel trapped or unable to leave: make a plan, gather information about your resources and options, reach out (but do not compromise yourself or safety!), and talk about it!

It can be difficult to tell when a relationship is toxic, especially if it is an ongoing situation.



# **Chapter 16**

## **KILLER MIND CONTROL TRICKS THAT WILL BLOW YOU AWAY**

Mind control is one of the most sought-after abilities in the world. Whether you're a police officer, soldier, spy, or private eye, it's always handy to know these killer mind control tricks that will blow your mind away. A lot of these things are so simple (and often easy) that you'll have to try not to laugh too hard.

If you haven't mastered the mental game already, these are tricks you can use immediately. Once you master them, each trick becomes dead simple and won't feel like much work at all! Believe it or not, there are plenty of more complex mind control techniques out there than what we've listed here, so if this interests you, be sure to check those out as well.

The main reason behind the effectiveness of these tricks is simple: they work off of the power of suggestion and your own belief system. A lot of these tricks are used to get a person to agree with you or make a decision for you. In some cases, the choice has already been made for you, and all that's left is to convince the person that it was indeed their choice in the first place.

As you'll see, there are many different ways to get people to agree with whatever you have to say. Some of these techniques are a bit sneakier than others, but they all work. Some of the main goals when using consensus methods is to get people to:

- Agree with what you have to say or do.
- Make decisions for themselves that are in favor of you, not them.

Most of these mind control tricks can be used in public, at restaurants, bars, nightclubs, hotels, and casinos (or anywhere for that matter). You don't need any special equipment (though you might want some diffusing essential oils to go along with your smoke machine if you're out at clubs).

Here's where these techniques come from:

Our first killer mind control trick is the simplest of all, yet one of the most effective out there—it works on your subconscious.

As soon as you start making statements like, "I know what's going on here," or "I feel like something strange is happening," then people are more than likely to believe that you have some sort of supernatural gifts and abilities. This is because we naturally believe that people with psychic abilities are real and legitimate, while those who claim to know things are possibly lying.

The trick behind this one is not saying too much, not saying anything at all if that's what you prefer. Whenever someone asks you a question, say, "I don't know why but I seem to be getting a strong sense of something."

This trick is also great when buying or selling real estate. Place this sign somewhere where it will be seen by the other person and write down their answer to the question under it.

The key to this one is the realization of how powerful these words can be. When someone hears that they are being influenced by someone else's thoughts, it can scare some people. It really hangs on your voice tone, and if you're able to convince a few people of this, then you'll have them eating out of the palm of your hand!

Another trick involving the power of suggestion is when you're using cold reading techniques on people. Cold reading involves many different methods such as:



- **Observation:** Looking at what the other person is wearing, how they talk, what they say, their physical appearance, and more. This is the most basic form of cold reading, and it's not as powerful as other methods.
- **Reaction:** If you can get the other person to say how they feel after you read their reaction, that's powerful because it gets them to reflect their thoughts on themselves and how they react.
- **Generalization:** Using your powers of observation, you can get them to think about what you're saying and get them to look at what they do. If you ask a question about how well someone is doing in school or work, then they may start thinking about work or school instead of the current conversation.

Despite popular belief, you don't really need any special powers to do a cold reading. While that can get your foot in the door, there are a few more tricks to make this even better.



# **Chapter 17**

## **WHAT IS NPD**

Narcissistic personality disorder (NPD) is a personality disorder that is primarily characterized by a strange, distorted sense of reality. The individual suffering from NPD believes wholeheartedly that he is the best person present in the world. He acknowledges that out of everyone around, he is the best there is. He is perfection personified—no one can possibly be better than him. Since he is the best person in the world, according to him, he wants to be lavished with attention. He wants other people to acknowledge that he is the best and that no one can say otherwise.

Of course, he says this with little expectation to prove it. He is so entitled that he believes that everyone else must just give him what he wants because he is that special. Ultimately, NPD is an incredibly destructive personality disorder that wreaks havoc on those suffering from it. If you suffer from a narcissistic personality disorder, there is a good chance that you lack empathy, you are grandiose, you assume that you are deserving of attention, you believe that you are perfect and special, and you are going to manipulate anyone that gets in the way of any of those truths.

Anyone who is on the outside looking in, however, knows the truth. Despite the fact that the narcissist's overinflated ego is fed by his own entitlement, he is not actually deserving of that attention. He is likely not anyone like he attempts to present himself as.

Ultimately, NPD is no joke. These people are manipulative, abusive, and will pretend to be someone that they are not simply because they want to get what they want. They will not stop at anything to get whatever else they have decided

to get from other people. They are so self-absorbed that it does not matter what happens to anyone else.

NPD is one of the most frequently diagnosed personality disorders (Kernberg, 1968; Widiger, 1990). More than 7% of the general population may be diagnosed with NPD, and approximately 10-20% of individuals in prisons or mental hospitals meet the criteria for this disorder (Kernberg, 1968; Widiger, 1990). NPD is also one of the most challenging personality disorders to treat. Treating these patients can be difficult because they often seem blameless or unemotional when their behavior is harmful to others.

People with NPD are preoccupied with their own image and often lack the ability to recognize that other people may be experiencing emotions (particularly negative ones). They tend to have poor insight into the consequences of their actions, in particular when those actions cause harm. Because they lack insight into their behavior, they believe that they are entitled to get whatever they want without regard for others' needs (Kernberg, 1968). They lack a sense of moral responsibility and typically justify their selfishness by blaming others for failing to meet their needs (Widiger, 1990).

In particular, someone who suffers from NPD will present with several distinctive traits—they will lack empathy. They will be exploitative and manipulative in order to ensure that they always get what they want in the situation. They will make it a point to always focus on perfection. They will believe that they are uniquely special in the world and cannot identify with anyone else. They will have a grandiose view of themselves. They will be obsessed with power, and they will feel entitled to getting that power, no matter whether they earned it or not.

Effectively, the narcissist is the antithesis of someone with emotional intelligence.

# **Chapter 18**

## **TEST WHAT YOU LEARNED**

Take the quiz to test your understanding of the key concepts covered in this section to see where your strengths and weaknesses are.

**1. Emotional intelligence is different from other intelligences in that ...**

- a. It is a set of skills
- b. It can be measured using tests easily
- c. The focus is on emotional reasoning, ability, and knowledge
- d. It is a new type of intelligence

**2. Emotional intelligence can be studied through ...**

- a. The abilities-focused approach
- b. The integrative model approach
- c. The mixed model approach
- d. All of the above

**3. Which of the following describes how Ability Emotional Intelligence and Trait Emotional Intelligence are different?**

- a. The way they are measured
- b. The way they are conceptualized

- c. The way they correlate with other constructs
- d. All of the above

**4. Incremental validity refers to ...**

- a. The additional contribution a new psychological idea makes to existing knowledge
- b. The additional evidence provided by new research
- c. The way research findings are reinterpreted
- d. The way statements are written in new tests

**5. When predicting intellectual academic performance in medical students, EI showed ...**

- a. It is essentially social skills
- b. Large incremental validity
- c. No incremental validity
- d. A deterioration in its display

**6. Which of the following is the best predictor of academic performance?**

- a. Trait EI
- b. IQ
- c. Personality
- d. None of these

**7. Mixed Emotional Intelligence models have ...**

- a. Significant overlap with conscientiousness, extraversion, and self-efficacy

- b. No significant overlap with conscientiousness, extraversion, and self-efficacy
- c. Non-significant overlap with conscientiousness, extraversion, and self-efficacy
- d. Little overlap with conscientiousness, extraversion, and self-efficacy

**8. The higher the Trait EI ...**

- a. The higher the likelihood of personality disorder
- b. The lower the likelihood of personality disorder
- c. The higher the likelihood of self-harm
- d. The higher the likelihood of harm to others

**9. EI is linked to romantic relationship satisfaction because EI may be linked to ...**

- a. Having a better understanding of the partner's emotions
- b. Giving the person higher self-esteem
- c. Agreeing with the partner all the time
- d. Getting what one wants out of the relationship

**10. Lower EI is likely linked to more aggressive behavior because ...**

- a. Taking action is more important than expressing emotions
- b. People with lower EI often think of themselves as victims

- c. That is the only way the person knows how to express their displeasure
- d. Other's emotions and behaviors are misinterpreted as hostile and an aggressive response is therefore exhibited

**11. Demonstrating incremental validity of which of the following is tricky?**

- a. Intelligence
- b. Ability EI
- c. Trait EI
- d. All of the above

**12. Which of the following makes measuring EI challenging?**

- a. Whether the scenarios presented should be authentic or hypothetical
- b. Whether conscious, effortful processing, or spontaneous processing of emotional materials should be measured
- c. How happy the person is feeling
- d. a and b only

**13. Ability EI tests are more objective than Trait EI tests because ...**

- a. They are easier to demonstrate one's own strength
- b. Participants tended to rate their own trait EI as higher than they actually are
- c. They are made up of multiple-choice questions



- d. They cost money

**14. Dunning-Kruger effect in EI states that ...**

- a. A person with low EI is unaware of his or her own low EI
- b. A person with high EI is aware that others have low EI
- c. A person is the best person to estimate his or her own EI
- d. A person's EI is best evaluated by others

**15. Having high EI may not always be adaptive. Why?**

- a. Others will likely ignore them
- b. They will have a high opinion of themselves
- c. These people are more sensitive to mood manipulation
- d. All of above





# **SECTION 2: COGNITIVE BEHAVIORAL THERAPY**



# **Chapter 19**

## **HISTORY OF CBT**

Surprisingly, the roots of CBT lie in philosophy. Stoicism, in particular, asserted that people could utilize logic to identify and reject any incorrect beliefs that are the cause of negative emotions. As you continue to read, you will recognize this concept—later, when you are reading about cognitive restructuring, you will learn how, through logic and reasoning skills, you are able to identify whether a thought is accurate or distorted, and in doing so, you are then able to challenge or reject it.

CBT has taken Epictetus' stoic position of logic, trumping false beliefs and transforming them into something more, adding a layer of behaviorism atop it.

Alfred Adler, a late 1800s psychotherapist, began to address cognition in therapy, focusing on how making mistakes could contribute to the assumptions of behaviors and goals that are inaccurate or unhealthy.

His research on how people functioned influenced Albert Ellis, the creator of the earliest form of cognitive therapy—rational emotive behavior therapy.

This therapy was designed to change negative thoughts, recognizing that humans are upset or disturbed by their views on instances that have happened and that these disturbances to their emotional states could be overcome with several steps

In the 1960s, the development of behavior therapy was well underway.

Behaviorism was being studied regularly, with several different psychologists paying close attention to how individuals could be conditioned into developing specific behavioral tendencies in response to very specific stimuli.

This concept that classical conditioning could be used to link a specific stimulus to a specific unrelated response becomes the foundation for CBT.

Over time, behaviorism began to lose steam, with more people recognizing that the focus of treatment should be on cognitive therapies rather than attempting to train people like dogs. During this period, Albert Ellis and Aaron Beck eventually came to popularity, creating what is better known as cognitive behavioral therapy, which encompasses several other types of therapies. Each of these therapy types will combine cognitive and behavioral focuses, creating cognitive-behavioral therapy.

## **Why CBT is Effective**

CBT, despite how much shorter it is compared to several other types of therapy, is surprisingly effective. It has been shown to improve the symptoms associated with several mental health disorders, including some that are widely different.

It can be used in psychosis to help manage symptoms, teaching the patient several different techniques to cope with the hallucinations that may plague him. It can be used to help those who are anxious, providing them with other coping mechanisms to stay grounded and in control.

It can help someone with depression break free by encouraging them and utilizing goals that are easily broken down into several smaller components.

As you have gathered thus far, CBT is results-oriented. It wants to see results through teaching new coping mechanisms, and in doing so, it has tailored itself to creating methods that people can find useful in a wide range of situations. It focuses on teaching, recognizing that the best, most effective way to help those who are suffering is to help them help themselves.

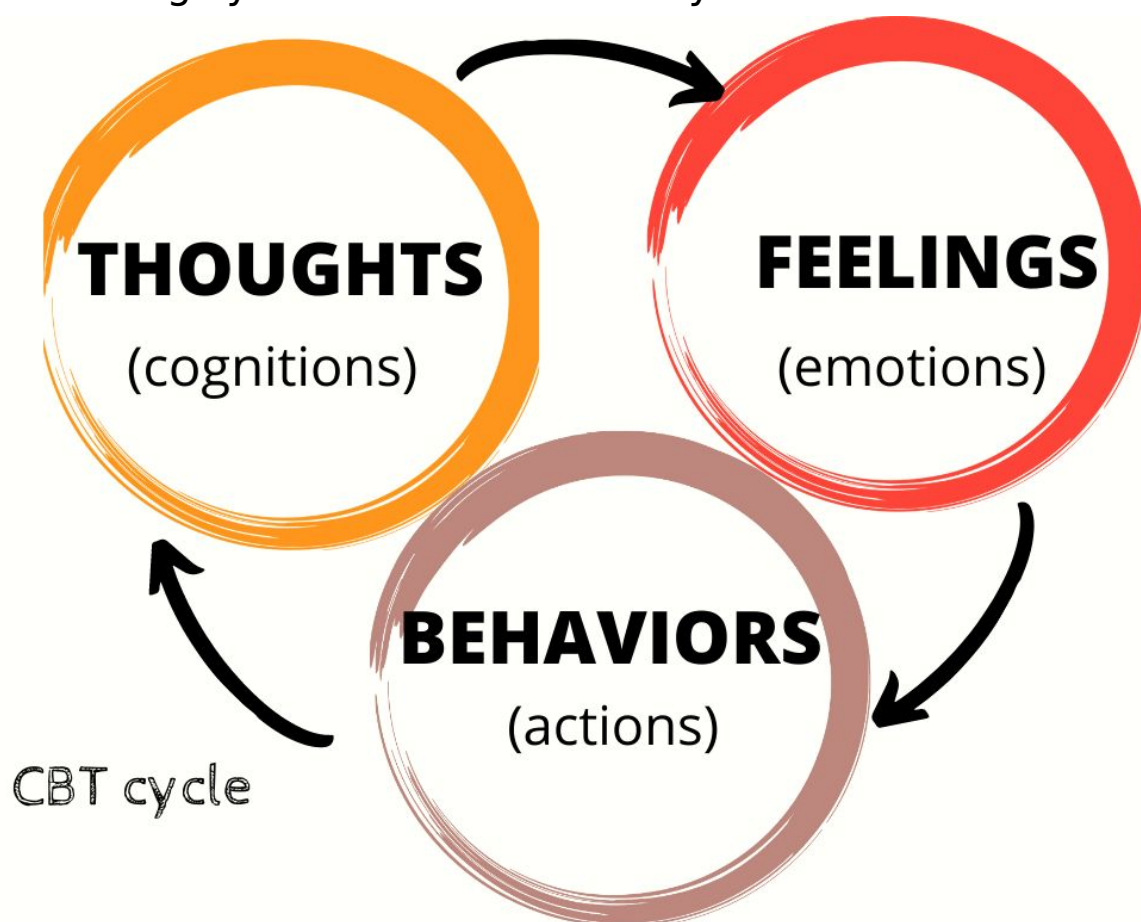
Think about it this way—you could give someone an apple, or you could teach him to grow his produce to sustain himself. By returning the power to take care of him or herself to the individual, CBT encourages the individual, making it clear that the results that are seen are thanks to the individual who put in the effort.

It shows that the patient is more than capable of caring for himself, and that encouragement fosters the urge to utilize the coping mechanisms in a wider range of situations.

The individual may then decide to try utilizing the coping mechanisms that worked in one situation in another, simply because he found joy in solving his problems on his own. In



seeing success there as well, he is likely to continue using them. As these coping mechanisms are used more frequently, the individual can see vast improvements in life. CBT utilizes a cycle that is recognized in psychology in which one's thoughts (cognitions) impact one's feelings (emotions), which, in turn, impact one's behaviors (actions). Those actions then influence further thoughts, resulting in a never-ending cycle. Think of it this way:



You tell yourself that you are too stupid to get the job you are interviewing for, so you should not even really bother. After all, you tell yourself, you are not likely to get the job anyway. That negative thought then influences your feelings.

You likely feel upset, unworthy, and embarrassed as you go into your interview. Those negative feelings then lead to you

behaving poorly in the interview. Perhaps you are so nervous and embarrassed that you do not smile enough, or you say something that comes out the wrong way, and you fail at clarifying or fixing the problem.

That negative behavior then leads to you not getting the job. Of course, when you are turned down, you then remind yourself that you told yourself so, repeating the cycle with yet another negative, self-deprecating thought.

CBT sees that thought process and realizes that the simplest way to disrupt it is through changing one of the behaviors. Instead of being a constant loop of negative thought begets negative feeling begets negative behavior, CBT

Instead interrupts it. Instead, it changes one of the three components, replacing it with a positive component to change the whole cycle.

# **FREQUENTLY ASKED QUESTIONS ON CBT**

## **Q: What is cognitive-behavioral therapy?**

**A:** Cognitive-behavioral therapy, known as CBT for short, is a psychosocial treatment with the goal of changing patterns of thinking or behavior that are behind people's difficulties. The goal is to change the person's reactions to certain events. CBT helps people understand the connections between their thoughts, feelings, and behaviors and allows them to behave more effectively in many different areas of their lives.

## **Q: How effective is CBT?**

**A:** The evidence for the effectiveness of CBT is rated as 'strong' by the Cochrane Collaboration and, in recent years, has been supported by a number of studies. For example, a study found that CBT was better than waitlist or usual care in treating panic disorder. Another study found that people who received CBT were more likely to have their panic attacks decrease and become less severe after treatment than those who received active treatment. A study on people with depression found that they were more likely to recover from depression after receiving CBT than other treatments. A review of studies on people with social phobia found that CBT was the most effective treatment for this disorder. Moreover, a review of studies on the use of CBT in schizophrenia found that it improved symptoms such as hallucinations and delusions.

## **Q: What does CBT entail?**

**A:** People seeking help for emotional problems usually receive psychotherapy rather than medication and are asked about their problems and about their past experiences. Depending on the patient's condition, different forms of therapy may be suggested or used. The therapist

and patient can decide what form of therapy is best. For example, some medical conditions may require medication or additional treatments beyond psychotherapy. Counseling for couples who are having marital problems often requires professional counseling as well. Because CBT involves a change in thinking and behavior by the patient, it only works if the person cooperates with the therapy.

**Q: How does CBT differ from psychoanalysis?**

**A:** Psychoanalysis is usually more in-depth than the short-term therapy used in CBT. Also, psychoanalysis focuses on early childhood experiences and past relationships, while CBT focuses on current feelings and problems. Another major difference is that CBT deals with specific problems as they arise, while psychoanalysis attempts to achieve insight into the patient's pattern of thinking or behavior, although changes may take place in the course of several years.

# **Chapter 20**

## **UNDERSTANDING COGNITIVE THERAPY**

Cognitive therapy itself is best understood by the idea that the individual's thoughts are influential to the individual's feelings. Within this perspective, the emotional response felt is typically a direct response to a situation at hand. Effectively, your feelings are usually caused by your thoughts on a situation.

Imagine that you are greatly afraid of dogs. You were bitten as a young child and never managed to overcome the overwhelming fear that washes over you when you see another dog that is larger than a Chihuahua. In this instance, you have just found yourself exposed to someone walking a Great Dane down the road. The dog is perfectly well behaved, but you cannot seem to tolerate the sight of it.

Your heart starts to race. You feel your breathing grow shallow and rapid.

You look around you, and there is no clear escape from the individual without dipping into someone's yard and trying to get into an alleyway. You are effectively trapped. You can keep walking toward the dog, or you can walk in the same direction as the dog, but either way, you are going to be stuck in close proximity to it.

Now, if you had randomly felt those symptoms sitting around and doing nothing, you may have been concerned that there was something wrong with you medically—it is always distressing to have that racing heart and the shortness of breath. However, in this instance, you are well-

acquainted with the feeling—anxiety. You are feeling anxiety about the situation because you are afraid of the dog.

In cognitive therapy, the therapist asserts that the reason that you are afraid is not those dogs are inherently scary, but rather because your thoughts about the dog make it scary. Effectively, your thoughts are directly swaying your feelings. You have negative thoughts surrounding dogs, stemming from the attack that you suffered, and despite knowing that, you can still never seem to overcome your phobia in any meaningful way. You still feel that same sense of panic when approached by a dog.

Effectively, cognitive therapy states that the thoughts that you have surrounding that dog is biased and, therefore, not particularly suitable for functionality. You then build up your own negative thoughts surrounding the situation, and those thoughts color your emotions. This means, however, that you can tackle that fear relatively easily—all you need to do is figure out how best to address the situation. You can learn to process your thoughts in order to free your feelings once and for all.

When you are in cognitive therapy, you are directly being taught by your therapist to develop new skillsets to help you. The skillset in particular that you will be learning includes several abilities and concepts familiar to anyone that knows their cognitive behavioral therapy.

You will learn how to tell the difference between thoughts and feelings, which will enable you to remove the power from many of those negative thoughts as they arise. When you can tell the difference between the two, you can acknowledge that you are not actually frightened of the dog; you are frightened because you think the dog is scary.

You discover the cycle in which thoughts, including automatic thoughts, influence feelings, and how that can be problematic if the thoughts that you have driving your feelings are negative. These negative or distorted thoughts

can be incredibly problematic in nearly any context. They will make it next to impossible for you to actively manage the situations at hand, and correcting those thoughts is crucial if you hope to be able to manage your emotions.

You will discover how to critically evaluate your automatic thoughts in order to determine if they are accurate or biased. In knowing that some of the thoughts that you are having are biased, you can begin to overcome them, defeating them with the reminders of their biased nature. Effectively, this teaches you to figure out how to interrupt and restructure your biased thoughts as they arise, allowing you to better your emotional state.





# **Chapter 21**

## **UNDERSTANDING BEHAVIORAL THERAPY**

Behavioral therapy, on the other hand, seeks to identify how any thoughts that you have get rewarded or reinforced over time, even if by accident.

Within the behavioral therapy perspective, you are able to acknowledge that sometimes, we accidentally reinforce negative thoughts and biases, and in reinforcing them, we make them that much more likely to continue.

For example, let's go back to being afraid of dogs—you are terrified of the dogs that you encounter from day to day. This is typical. However, every time that you respond in a manner that is afraid of dogs, you avoid negative interactions with the dog. This then leads to your fear of being reinforced. You may also run into the problem of reinforcing your fear every time you read an article online about how dogs have attacked or maimed people in your general vicinity. Overall, you constantly find yourself struggling to interact with dogs, and the longer your fear lasts, the longer you reinforce it.

A slightly different version of this is in recognizing the ways in which you can run into a problem with children. For example, imagine that you have a child that regularly throws temper tantrums when he wants something. You do not want to give in to what he wants, and you do your best to avoid it.

However, occasionally, you feel like it is not worth the battle, and you simply give in to the boy instead, feeling like it is preferable to the option of simply refusing and dealing with the headache surrounding standing your ground.

Although you may see this as attempting to avoid a tantrum that you simply do not want to put up with because you are tired, your child has just been reinforced. You made it clear that if your child threatens to throw a fit, he gets what he wants. His behavior just reinforced his thoughts.

When Cognitive and Behavioral Therapy Collide now, consider what this means for CBT—you can see aspects of both cognitive and behavioral therapy in what has formed with CBT. In particular, you recognize that the cognitive therapy concept of thoughts influencing feelings is involved. You see that therapy is meant to be actionable and designed to restructure thoughts in order to change feelings. When you restructure thoughts, you are actively engaging in one of the primary principles of CBT—you are making sure that you tackle problematic negative thoughts and turn them instead into something functional.

Now look at behavioral therapy—in particular, you see the idea that behaviors reinforce thoughts. This is the last half of the cycle in CBT that involves thoughts, behaviors, and feelings. When you are able to acknowledge this cycle, you can begin to engage in all of the processes that CBT boasts as being the most effective. The behavioral portion of CBT encourages people to try new things, allowing for the creation of positive associations, such as through acts like goal-setting and behavior activation, in which you are able to actively begin to create new behavioral patterns and reinforce them, allowing them to become as automatic as the negative ones.

Essentially, CBT wanted to combine the two, bridging the gaps and making use of all techniques and possibilities. Within CBT, you see that people are taught to restructure their own thoughts, but they are also taught to avoid reinforcing negative thoughts. You are able to ensure that you are actively

Working toward bettering who you are, what you want, and how you will get it all because you will be tackling the problem from two different perspectives to ensure that the end results are as effective as possible.



# **Chapter 22**

## **HOW DOES CBT IMPROVE YOUR DAILY LIFE**

It is very important to keep your life and mood in balance. If you have a tough day, it is easy to just stay in bed or eat unhealthy food that would only make the problem worse. However, if you can find ways to carry on with life even when things go wrong, then your mood will improve a lot.

It has been shown that CBT helps the person to focus on his or her immediate goals. Therapy will help you to see how your behavior affects your goals and how you can change them for achieving your goals.

Learning how to deal with emotions and thoughts is one of the core skills in this method. It will help you to see things in a different way and understand why certain activities are making you feel worse.

By practicing some new skills such as mindfulness meditation, you can improve your mood from time to time without having any serious condition which needs medical treatment.

The main objective of CBT is the long-term improvement of mental health. Therefore, the treatment should last long enough to achieve this. The therapy has been proved to be successful for a half year or longer.

The main problem with CBT is that no one can be recommended the best approach for treatment, so you should do it on your own based on your personal needs. This method can be used by anyone who wants to improve their emotional state and their social functioning.

In fact, many people feel better after they start practicing CBT because they would realize that improving their life and

mood are very important parts of their whole lives (See: How Does CBT Change Your Life).

Despite the fact that CBT is a very popular way of treating mental health problems, there are still a lot of myths around it. Here are some of them:

- **Myth 1: CBT is extremely expensive**

Many people think that they have to spend a lot of money on this therapy, but it's not true. The main reason why people think that CBT is expensive is that people have to spend much time on the therapy sessions and also buy some new things like books and medication. However, the price for these methods can be affordable even if you're not in financial trouble.

- **Myth 2: CBT is only for young people**

CBT can actually be recommended for everyone. However, it is most beneficial when people are in the middle of their life. Also, other age groups can take advantage of this method as well. The only thing you have to remember is that CBT has different methods for different ages. If, for example, a child has emotional problems than an adult, then the treatment will be a bit different.

- **Myth 3: CBT encourages you to become a better person**

Yes, it does help you to improve your way of thinking and eventually will see the world in a different light. CBT will help you to change your behavior, and it can also help you to improve your social interaction skills. However, you do not have to think good or bad about yourself. This is only a tool to help you in your everyday life.

- **Myth 4: CBT is only for "crazy" people**

It is important for us not to discriminate. Everyone can benefit from therapy, including people with low income, or with health issues like diabetes, cancer, etc. Even those who

have mental problems can take advantage of this treatment method if they want.





# **Chapter 23**

## **COGNITIVE DISORDER**

Cognitive disorder is a mental illness that includes other types of disorders, such as schizophrenia and bipolar disorder. It also includes Alzheimer's disease and dementia. Cognitive disorders can happen for an unknown reason or be the result of traumatic brain injury.

There are many symptoms that may lead to a diagnosis of a cognitive disorder. The following list of symptoms is not all-inclusive; it is only a brief list to show some of the common symptoms:

Cognitive disorders can cause a wide variety of symptoms but are usually diagnosed through testing. Tests may include psychological tests, such as the Beck Depression Inventory, or name-word tests, such as the Alzheimer's Disease Assessment Scale.

The diagnosis may be confirmed with a series of clinical interviews and cognitive assessments. It is important to note that many people who have cognitive disorders do not realize that they are even suffering from a problem. Psychiatric diagnoses may be difficult to assess because there are no specific causes for cognitive disorders; instead, they tend to arise in response to some overwhelming life event or traumatic event.

Cognitive disorders are serious conditions that require treatment with a psychiatrist. Like any other mental illness, cognitive disorders can lead to other physical and emotional difficulties, such as an inability to hold a job or take care of one's family. These complications can cause people to feel powerless, hopeless, and helpless.

The National Institute on Drug Abuse states, "cognitive impairment is the failure of the brain's functions due to

damage or disease." The NIDA states that cognitive impairment is caused by a deficit in mental abilities caused by "injury or disease" (i.e., damage). It includes a range of disorders such as Alzheimer's disease, schizophrenia, and various types of brain damage from stroke.

The NIDA states that a diagnosis of cognitive impairment must consider the duration of the symptoms, their onset, and their severity. The NIDA also states that the classification of disorders that cause cognitive impairment is based on the underlying pathology, and not upon the specific manifestations of impairment.

Cognitive disorders are broadly categorized as psychotic (e.g., schizophrenia), mood-related (e.g., bipolar disorder), learning and childhood behavioral or developmental disorders, dementia (including Alzheimer's disease), and delirium or brain damage (e.g., drug-induced dementia).

Schizophrenia affects around 1% of people worldwide; it is one of the most common severe mental illnesses in the world. Schizophrenia affects the way a person's brain processes information. People with schizophrenia may hear voices or have delusions, which are false beliefs that cannot be explained by external logic. These symptoms are caused by a malfunction in the brain's ability to understand and process information, and can also cause hallucinations (for example, hearing voices or seeing things that aren't there). Schizophrenia causes an individual to have difficulty performing daily tasks.

Bipolar Disorder is a mental illness characterized by extreme changes in mood and behavior, including mania (a "high" or "good" period) and depression. It affects around 1% of people worldwide and is also one of the most common severe mental illnesses in the world. A person may experience these symptoms once or more times per year.



# **Chapter 24**

## **WHAT IS ANXIETY**

Anxiety is a common type of fear disorder that millions suffer from. It can be described as extreme fear and worry that doesn't have an obvious cause or reason. Anxiety can also be referred to as "the opposite of happiness" because it interrupts your day-to-day life and makes you feel sad. Symptoms of anxiety include feeling nervous, having difficulty concentrating on routine tasks, and feeling restless or on edge almost all the time.

## **CBT and Anxiety**

By mastering the techniques in CBT, those with anxiety or depressive disorders can learn how to control those fears and the behaviors they trigger. The program will help to establish clear-cut goals to work on, teach them how to identify the thoughts that start the process and arm them with defense mechanisms to fight these behaviors.

CBT helps by providing completely new ways to process those thoughts, feelings, and behaviors, so the patients can better cope with these normal events that happen in life. Instead of reacting negatively to traumatic events, it gives them the ability to reframe the triggering event and experience it from an entirely new perspective.

## **CBT for Eliminate Anxiety**

Once diagnosed with anxiety, you may wonder what comes next. Luckily, what comes next is effectively just skills building. You will be spending the time to learn new skills that you can use to claim and tame your anxiety once and for all. These three methods of treatment, the ability to create affirmations, graded exposure, and using what-if roleplays, will all be particularly effective in ensuring that, no matter what the situation, you are able to tame that anxiety. Even if you have not yet been diagnosed, but you feel like you are probably well on your way to getting that diagnosis, it can really help to begin to process of tackling those anxiety triggers early on.

From here on out, it is assumed that you are already familiar with the art of identifying problematic thoughts—this ability to use introspection will be crucial to your ability to succeed. Since this process was introduced in Chapter 5, you should already have a general idea of how best to identify these thoughts. When you know what your problematic thoughts are, you can begin to tackle them.

# How to Win Against Fear

Fear is a natural emotion, but it shouldn't have control over your life. Here are a few ways to overcome fear:

- First and foremost, accept that you feel fear.
- Don't give in to or act on the impulse of fear. Instead, take constructive action and do what needs to be done now (even if it's only for five minutes).
- Curb the things that create excess stress in your life, this limits how much negative energy you'll have to deal with every day.
- Get regular physical exercise to keep your mind and body strong, reducing the likelihood of negative emotions.
- Poise yourself to come up with a new plan or different course of action if things don't work out as you'd hoped.
- Every day, do one thing that pushes you a little further than you have been willing to go before. This will help you learn how to be successful in spite of your fears.

The important thing is: Don't let fear make the decisions for your life, make them yourself!

# Affirmations

Affirmations are little more than short statements that you repeat to yourself during a moment of weakness. Effectively, your affirmation should directly counter a negative thought that you are suffering from in a way that helps you to stay focused on what you want and grounded to your truest emotions instead of just trying to squeak past the sensation of anxiety in the first place.

- In particular, affirmations are one of the simplest methods that you can use.
- All you need to identify is to ensure that it meets three simple requirements.

You must make sure that your affirmation is positive—it must be something that is written in a way that will not further sink your thinking into the negative.

Your affirmation must also be present-tense—it needs to address something in the here and now in order to help you in the present. For example, if you are afraid of dogs, you need to make sure that your affirmation addresses that you are safe right at that minute when you are reciting your affirmation. In ensuring that you know this, you are able to recognize that the affirmation is true without denying it on some sort of grammatical technicality.

When you would like to use affirmations, you must simply make sure that your statement lives up to those three requirements. If it does, you are ready to move on to the next step—using your affirmation.



# Tips to Avoid Negative Thoughts

- 1. Get active:** If you are feeling uncomfortable, try taking a walk or an exercise class for an hour. It will give you a break from your thoughts and allow you to feel better about yourself in another activity.
- 2. Keep track of times when you had a good day:** It can be difficult, but if we can look back at the times when we felt our best, then perhaps that will encourage us to have better days as well.
- 3. Accept yourself for who you are:** It may be hard to accept, but try to realize that you can change your negative thoughts into positive ones if you make an effort.
- 4. Identify what is making you feel unhappy:** If we know what makes us unhappy, then perhaps we can focus our efforts on something else that will make us feel better. For example, if we are thinking about going out with friends but find it difficult because of shyness, perhaps it would be good to go for a coffee with someone instead.
- 5. Change your thoughts:** Try to put a positive spin on the situations that cause us to have negative thoughts. For example, if we have a negative thought about belonging to a certain group, then we might want to think of something that we like about the group. If we are thinking negative thoughts about ourselves and our future, it is important to try and look at all the things we can be proud of.

# Graded Exposure

Graded exposure refers to essentially what is commonly known as exposure therapy. In graded exposure, you are making it a point to slowly expose yourself to whatever it is that you are afraid of in hopes of slowly removing the fear that you have. You do this through incremental increases in your exposure to the item or stimulus, getting closer and closer to the stimulus over time. For example, you start out by looking at photographs of big dogs playing outside to start.

As you go through graded exposure, you are going to slowly acclimate to each exposure level, and in doing so, you will eventually be able to tolerate that level of exposure. Every time that you find that you can tolerate the exposure, it is time to up the increment to the next level, allowing you to then push your limits and continue to become more and more comfortable.

For example, you start with those photographs of dogs. You are to view them

Regularly until the simple sight of a dog is not enough to send your heart racing. Then, you must move on to looking at videos of dogs. This should bring back more of your anxiety as it is slightly more realistic than actively looking at a photograph. In looking at the videos, over time, you will find that you are able to comfortably tolerate it. You are then ready to move up another level.

You may then choose to hold a stuffed animal dog in order to sort of exposing yourself further to the stimulus. Doing should still be uncomfortable for you, but the more you go through this process, the more smoothly you will find each of the stages to be.

After the plush dog, you then move on to seeing actual dogs in action.

Perhaps you stand on the other side of a fence from a small dog that is calm and well-behaved, so you know it will not be charging at you in an attempt to get you to do something or to harass you. After a while, you are able to move on to actually approach the dog, and eventually, you may even find that you are comfortable petting it.

## What-if Roleplays

Finally, the last technique for mastering anxiety involves figuring out what the worst-case scenario in a situation actually is. From there, you must roleplay it out in order to figure out if it is actually as bad as you may initially be convinced. For example, imagine that your anxiety surrounds ordering drinks at the café. You know that you need the drink, but you are too shy to order, fearing that other people will judge your taste in the drink. Because of this, you tend to avoid cafes altogether, despite having a massive caffeine addiction.

When you use a what-if roleplay, though, you are effectively asking yourself probing questions that are designed to identify whether you can actually trust your judgment. You may be thoroughly convinced that the idea of ordering a coffee is the worst thing possible because you just *know* that you will mess up their special schema of how they size the drinks, and everyone will laugh at you.

Effectively, your anxiety tells you that you cannot possibly order a drink because it will flare up your social anxiety. It is then your job to ask yourself what the worst-case scenario is. You would likely identify the act of everyone laughing at you as the worst-case scenario and then move on to say that everyone around you only wants to use you for entertainment.



# **Chapter 25**

## **WHAT IS INSOMNIA**

Insomnia is a sleep disorder—this means that it is characterized primarily by disordered sleep patterns that cause significant issues to the individual suffering from it. When you suffer from insomnia, you may either struggle to fall asleep, or you may struggle to stay asleep. This means that either way, you are missing out on incredibly valuable sleep. After all, the average adult needs at least 8 hours of sleep a night to remain functional. When you do not get that sleep, you run the risk of all sorts of health issues, as well as the risk of falling asleep intermittently throughout the day. In fact, you may even fall asleep at the wheel in your car, which can be incredibly dangerous, not only for you but for everyone around you as well. When you fall asleep at the wheel, you can cause fatal car accidents for everyone involved.

## **Insomnia and CBT**

In particular, CBT can be incredibly effective at teaching exercises that will aid in the falling asleep of those who otherwise would struggle. There are several techniques that can impact the behavioral side of your mind in order to trigger you to finally be able to begin falling asleep regularly again. If you have always wanted to get back into that ability to sleep again, speaking to your therapist would be a fantastic starting point. Within the next chapter as well, we will look at three different techniques common in CBT that will help treat insomnia. These teach behaviors that are designed to promote better sleep hygiene and help you fall asleep.

# Stimulus Control

When you look at the world through the behaviorist's eyes, you are seeing things through the belief that everything that you are exposed to directly impacts what you are doing at any given point in time. Effectively, your own behaviors are constantly just reflections of your surroundings. When you are able to recognize this, you will see just how important controlling your surroundings can be to sleep.

When you are struggling to sleep, the first place to check is often your sleep hygiene. What are you doing before bed? Are you using a regular schedule?

Are you using caffeine, nicotine, and alcohol before going to sleep? Are you eating food that can lead to indigestion? Is your bedroom simply not conducive to sleep?

When you seek to use stimulus control, you are effectively becoming incredibly strict with what you are willing to expose yourself to in the last half of the day. You may refuse to drink soda or have any sugar or caffeine after 2 p.m. in hopes of everything that you had consumed being out of your system by the time that you are ready to sleep. You may make it a point to exercise during the day in order to help your nighttime sleep.

The most effective form of stimulus control of all, however, is developing a proper sleep routine and making sure that you have a comfortable sleep environment that is designed to be conducive to sleep. In order to do this, you must first be willing to cut out all caffeine, spicy food, and blue light in the last half of the evening. Blue light comes from your screens, such as your cell phone, tablet computer, or even your television—the light can prevent you from being able to fall asleep because it directly interferes with your own body's mechanics that are designed to help you wind down to sleep. You must make it a point to cut off all blue light at



least one hour before bed and set a rule that no screens will be used in the bedroom.

## **Sleep Restriction**

Sometimes, what you need to do in order to help yourself get back on schedule is what is called sleep restriction. This is exactly what it sounds like—you will restrict your ability to sleep during certain times to effectively teach yourself to sleep at night when you should be. This can be particularly draining and difficult, however, because you will have to be making it a point to stay awake even when the need to sleep threatens to overwhelm you because you need to stay awake until it is your proper bedtime.

When you begin sleep restriction, you will start by limiting your time in bed to only the hours that you are currently asleep, making sure to log your sleep patterns. You are allowed to spend only those sleeping hours in bed at first. If you are only sleeping 3 or 4 hours a night, then you are only allowed to spend time in your bed during those 3 or 4 hours. From there, you must set a wake time and bedtime based upon your current sleep time.

If you are only averaging 5 hours of sleep in a bed and you determine that you must be awake by 6 a.m. every day, this means that you go to bed every night at 1 a.m. No matter how much sleep you have gotten, you must always get up at 6 a.m. for the next several weeks, while also going to bed at the same time. Even if you feel tired before 1 a.m., you must stay awake until then for the training to work.

## **Relaxation Training**

Finally, sometimes, you cannot fall asleep no matter what you try. Within CBT, there is thankfully a type of training that you can use in order to begin relaxing in order to fall asleep. This is known as relaxation training. You will effectively be triggering to the brain that it is time to relax based upon the cues that you are sending. In manually making it a point to relax your own body, little by little, you will eventually trigger your body to also want to relax on its own and fall asleep. This will effectively override any feelings of danger that are keeping the brain on overdrive and potentially preventing you from being able to fall asleep.

To begin, you will want to get yourself comfortable in bed. Make sure that you have spent an adequate amount of time following your sleep routine and making sure that you have prepared accordingly. As you get into bed, make sure that your room is dark, quiet, and suitable for sleep. Find your comfortable spot and take in a deep breath as you do so. Feel the breath travel through your lungs and fill your body with life-giving oxygen. Exhale and then focus on the top of your head.



# **Chapter 26**

## **BONUS: DEFINITIVE GUIDE TO PERFECT SLEEP**

Sleeping nowadays is not a simple task!

We live in an artificial way of life with several unnatural behaviors, so how could our body react naturally?

For example, we lost the natural flow of time, following sun light and night, we use artificial illumination when our body expects obscurity, we desynchronized dinner's times, we have all sort of informatic stimuli that excite the brain, we use led lights and screens with lot of unnatural blue light peaks and so on

So, to reach this goal it's necessary to put all things in the right perspective, here some exclusive tips to succeed to sleep like a baby:

### **1) Circadian rhythms**

This is the most important thing! All in our body flows circadian rhythms! We have a lot of biological clocks integrated in several organs, all directed by the master clock. If some of them are desynchronized, the orchestra isn't playing a good sound... and sleep is not naturally good.

To restore this, it's mandatory to return to nature times, the most important thing is taking yourself to sunlight, at least 30 minutes every day (obviously, more the better).

Go, make your sunlight walk at lunch or more times a day!

### **2) Predictable times**

a. meals

Having meals at the same time, helps! It creates a predictable habit body recognizes. Especially dinner, most importantly for digestion: it's not a good idea going to sleep while still being digesting food! And, why not? Take it light!

b. go to sleep

Again, it's very useful creating an habit on the same time to go to sleep: it facilitates the process.

c. Awakening

Even this one, make it at the same time. Try to mimic at most, rhythms of natural times. There are no shortcuts: restoring sleep needs its time, it's not a waste of time! If you want to reduce the hours, sooner or later the body will ask you the bill.

3) Stop technology

After some hour, at least an hour before going to sleep, it should be useful turn off all sort of devices, such as phones, tablets, pc, tv... Yes, I know, it's difficult, but our body isn't interested if it's easy or difficult...: it doesn't like all those stimuli before going to bed! Plus another reason in a following point.

4) Obscurity is your friend

a. before

Sleep is naturally linked to obscurity, you can't have a good profound sleep, if all, with lights, especially if artificial.

Lights before sleeping is not a natural thing: the body isn't interested in the fact we can illuminate our rooms at night, it doesn't like it!

b. in the bedroom

As this point is important to facilitate sleep, the same applies during sleep process, to gain correct REM cycles, that are essential to eliminate toxic waste and restore energies.

Most people don't know they aren't sleeping as they should! Even if you think you're sleeping, it could be that you don't reach the correct REM phases and your sleep isn't such revitalizing.

5) Defend yourself from blue

Yes, led lights seem of normal color (by the way prefer 2700-3000°Kelvin of temperature color instead of more white-bluish ones 5000-6000°K), but to reach that, they use an unnatural light spectrum, in that they have an enormous blue peak. Ok, and then? Well, it's proven that blue peak inhibits the natural production of Melatonin. And Melatonin is an essential hormone to reach sleep. It promotes sleep and lowers the cortisol (the stress daylight hormone). So you can't sleep well without it!

It could be a good idea restore good old habits, like candles illumination, and reading books instead of high tech activities at night.

Or you could use some yellow or red glasses specifically for reducing or eliminating blue light peaks: yes, sadly they alter the colors...

6) Peace and comfort

Peace in the meaning of "silence". Yes, sleeping is correlated to silence, that's it! Make your room comfortably silent and obscure and you're favoring sleep!

Don't put your phones near the bed, nor, if possible, wi-fi antennas.

Keep an eye also at temperature and humidity: less temp favors sleeping and have a not humid room.

Are you tired before going to sleep? You should. Not mentally but really physically: now work is more easy for the body than centuries ago, but it still needs to feel tired muscles. It helps doing HIIT exercises (not near sleeping time)!

#### 7) Integrate Melatonin

Well, our body could not restore correct operations at once, so it could be wise helping it with some integration. Melatonin has its natural peak around 23pm, you could take it 30 minutes before going to sleep. Ok, so you could take one of many Melatonin integrators and you're done! Not that simple... Yes, but natural Melatonin does not work alone: it cooperates with other components, so adding them it's crucial. At least zinc and selenium, much better if you add also glycine and adenosine. Yes, those 4 plus Melatonin, give you perfect combo, assured!

The ratio for one pill could be:

1mg Melatonin

50mcg Selenium

8.7mg Zinc

4.25mg Adenosine

3.1mg Glycine

You could take 1 or 2 pills of Melatonin.

#### 8) Aromatherapy and relaxing

It's not for everyone, but you could try even this method: some essential oils can favor relaxing, such as lavender or chamomile. It's necessary to experiment.

Instead, relaxing is mandatory: eliminate all toxic thoughts and emotions. Don't be fooled also by the



anxiety of having insomnia: it's a circle that feeds itself!



# **Chapter 27**

## **WHAT IS ANGER**

Nearly everyone feels anger at some point—that boiling, white-hot fire in the chest and the sudden need to fight back. Anger itself is one of the primary emotions that humans have—it is an emotion that is rooted entirely in protection. When you are angry, you are going to behave aggressively, and for a good reason. Do you remember the discussion of emotions as motivators for various functions to aid in survival? Anger is one such emotion, and it is one of the most powerful of them all.

Anger is primarily defined as feeling negatively toward someone, or something that you have perceived has wronged you in some way. It is essentially your way to protect and enforce your own boundaries to ensure that people do not take advantage of you. In moderation, it does exactly that—it can be a proper alarm bell to key you into the fact that you are being taken advantage of or otherwise used. You will be able to tell that something is not quite right if it brings you to anger without you having to do a thing.

You simply feel infuriated. If you do not know what the problem is, it is time to do some close introspection to figure out what is going on.

## **Anger and Motivation**

Anger is a form of motivation—it motivates us to protect. Effectively, when you are angry, you recognize that there is something threatening about your situation, and you seek to fight it. You know that you are facing some sort of injustice or threat—perhaps someone took advantage of you and ran away with your belongings. Maybe you were trusting your best friend to help you with something, only for your friend to cancel on you again. You feel like you are betrayed, and that sense of betrayal leads to anger.

Anger is effectively your fight response—if you feel the impulses of anger, it is usually because you are angry at someone or something and you are trying to figure out who or why.

Your anger, when it is expressed, is usually in body language. When you are angry, you will look the part—you will stare threateningly, and you will not likely back down if challenged. Effectively, you are preparing for a fight, and you expect the other person that is threatening you to as well.

While anger may have initially been a basic instinct to help protect oneself and family, it has become more. We are no longer threatened on the regular with a need to fight to the death, but the feeling of anger when we are feeling betrayed is just as strong as ever.

When you are prone to anger, you may find that you have several common triggers that you cannot escape. Even if you know that your anger or frustration is illogical or unwarranted, you cannot help but feel angry. Some of these causes can range from feeling grief and sadness after losing someone to feeling like someone around you has done something that is less than respectful.

## **When Anger Becomes Problematic**

Ultimately, like with most areas in life, anger becomes a problem when you are no longer able to control it. If you find that your anger causes you to say or do things that you regret, you may find that you have an anger problem.

Unfortunately, uncontrolled anger is surprisingly common, and it is also surprisingly unhealthy, both physically and emotionally.

When you are angry, your body automatically gears up for a fight due to the fact that anger is the primary emotion behind the fight response. This means that your breathing increases, your sensation of pain goes down, and your heart rate and blood pressure skyrocket. You effectively prepare to fight to the death, even though what you may be upset about is actually completely trivial at best. You may be getting all worked up over a joke, for example, or the fact that someone else got to the parking spot you had been eyeing while waiting for a woman and her children to cross the road.

Ultimately, if you want to determine if you have anger issues yourself, you may want to focus on some serious self-reflection with the following questions to consider in mind:

- Do you often feel like you are angry?
- Is your anger often out of control, despite your best attempts to manage it?
- Do you think that your anger is hurting your relationships with other people?
- Do you find that your anger causes you to hurt other people?
- Do you regret what you do when you are angry once you calm down?

- Do you have a tendency to hurt other people, physically or emotionally, when you are angry?

Answering yes to any of those questions can be incredibly telling that there is, in fact, some sort of anger issue going on in your life. As devastating of a realization as that may be, it also means that you can figure out how best to address the world around you from then on. If you know that you struggle with your anger, you can begin to treat it and work on techniques that you can use to help eliminate that struggle.

# Anger Disruption

When you are angry, you usually struggle to recognize it at the moment.

Sure, you may be aware of the sensation, but you are rarely cognitively able to remind yourself, “Hey, I’m feeling angry—I better not do that right now!”

Instead, you find yourself swayed by the need to continue with the yelling.

And the demanding despite knowing that it is not the best possible way to move forward. If this sounds like you, you are not alone.

This is why many people take advantage of anger disruption. Anger disruption is the ability to effectively interrupt your anger in some way, shape, or form. Usually, this is done by removing yourself from the situation and avoiding the stimulus that is frustrating to you at that moment. Some people may call this running away, but keep in mind that choosing to temporarily remove yourself in order to calm down is not cowardly or running away—it is choosing to avoid escalation. It can be good to discuss this technique with those that you are close to beforehand, so they know what you are doing in the heat of the moment. After all, if you are angry, it is quite likely that they are also frustrated to some degree, and they may want their own sort of resolution to the situation.

There are several different ways that you can manage this technique. For example, you can avoid the distressing stimulus altogether. If you are fighting with your spouse, walk into another room and pick up something else to do.

Perhaps you choose to fold some laundry or do the dishes—you chose something neutral to do while you wait for the feeling to pass.

You may also have an internal method to remove yourself emotionally from the situation, such as telling yourself that you will always take a deep breath and count to ten before responding when you are angry. Yes, this may draw out some conversations, but it will allow you to weigh your options and what you are saying well before you say it.



## **Cognitive Change**

Sometimes, the best thing that you can do when you are angry is to find a way to manage and shift your mindset away from anger and onto something that is far more productive and useful to you. For example, if you are angry, you are going to be so caught up on what is and is not fair that you are not likely to think very clearly when you are being walked through why you did not get the result you were looking for on something. Maybe you are angry because the store was sold out of the specific item you wanted after you saw someone else walking away with that particular item that you had set out to buy.

When you get upset by a situation like this, it can be incredibly easy to find yourself caught up in the fact that things went wrong. Instead of seeing that you were simply unlucky, you somehow turn it into some sort of grievous insult against you—you were intentionally left out of getting that item, and that it must have been your bad luck again. You may even go so far as to insult the person who bought the last of the item because you are being driven by your anger and feel the need to scream and yell your frustrations.

Your mind is caught in the loop of negativity, and you need to figure out how to best push your mind out of that angry, negative perspective toward a perspective that is far more rational and calmer.

One such way to change your cognitive state is to use silly humor in some way. You may not laugh initially, as no one enjoys laughing at themselves or making themselves feel dumb or silly. However, this type of cognitive change seeks to make the situation humorous in some way, shape, or form in order to sort of shock the mind out of that angry state of mind and into one that will be able to handle the situation better.

## **Acceptance and Forgiveness**

Finally, let's talk about both acceptance and forgiveness. Stop and think for a moment about what it is that makes people angry. Usually, either it is some sort of inconvenience, or it is because they are causing some sort of problem for you some other way. When you learn to accept the situation for what it is and move on, however, you may find that the anger melts away almost effortlessly.

For example, imagine that your child ran through the family room with a glass of milk, something that is against the rules of your home, and spilled milk all over the carpet and sofa. However, instead of telling anyone, he snuck away and pretended like it never happened—until the smell of rotting milk was a dead giveaway.

You may immediately feel angry—you now have yet another mess that you have to clean up that you would much rather not deal with. You are frustrated at your child for not listening and wishing that they would have listened to you all along, or at the very least, that they would not have hidden what they were doing from you. They could have asked for help to clean up the mess before it had a chance to fester.

One way that you can stop that anger, however, is to stop, remind yourself that it was not intentional, and move on. You are basically accepting what has happened for what it is—an unintentional accident that was handled poorly and moving on. You are effectively moving away from the idea that your child had intentionally ignored your rules or dumped the milk to spite you, which you may have initially felt. Instead, you focus on the accident and move on.

# **Chapter 28**

## **SOCIAL SKILLS**

### **Mirroring**

The first technique that we will look at was drawn from neuro-linguistic programming but has become incredibly popular. This is the skill of mirroring—when you can mirror someone else; you are effectively able to make sure that you and the other person have a working connection with each other. Commonly used to make yourself more relatable or more persuasive, using mirroring allows you to actively relate to the other person through tapping into the other person's unconscious mind in order to convince them to be willing to interact with you.

When you are mirroring someone else, you are acting upon the idea that the closer two people are to each other, the more in-tune they are with each other.

They typically mimic each other's movements without even realizing it—they will actively follow the lead of each other in their conversations and even in their body language. If one crosses their arms, so will the other. If one takes a drink, the other one will, too. Effectively, then, you can tell how close people are in general by looking at how similarly and in sync, they move.

However, you can also trigger this in other people—you can effectively convince them to follow your lead in order to reap all of the benefits of them actively feeling like they can trust you. Think of when this could be useful—particularly if you want to be persuasive with emotional intelligence, you need to be able to prove that you are trustworthy. This is one such way to do so.

# Empathizing

While empathizing does not come naturally to everyone, it is critical to know how to do it. Many people will find that they naturally empathize with others without trying to, but if you are not in that lucky group that learns to empathize without much effort, you may find that you need to make it a point to learn.

Remember, empathy is critical to your own ability to relate to other people. If you cannot naturally empathize, you must figure out how to cognitively empathize so you can, at the very least, understand other people and their emotions as well.

When you want to begin, you will start quite simply—imagine yourself in the other person's shoes. If you are annoyed that your friend is irritated that you were late to something, perhaps you should consider how you would have felt if your friend had been late to meet you—you likely would have been annoyed.

# **Making Good Eye Contact**

Making good eye contact with other people is a critical skill. When you can make good, healthy eye contact, you are effectively allowing yourself to acknowledge the other party. You are telling them that they matter to you simply because you are actively looking at them.

Making good eye contact is actually surprisingly simple—when you need to make eye contact with someone else, you should follow the rule of making eye contact 50% of the time when you are speaking and 70% of the time when you are listening. This allows the other person to see that you are attentive and interested in them, while also reminding them to continue speaking to you.

If you find that making active eye contact is too difficult for any reason at all, you may find that looking at the bridge of their nose fools them too. As far as the other person will be concerned, you will be making eye contact with them, and you are able to avoid it if you find that direct eye contact is uncomfortable or too much for you to manage. However, even the illusion of eye contact can go a long way.

## **Active Listening**

Another crucial social skill, especially if you wish to be emotionally intelligent, is being able to listen actively. Too many people make the mistake of listening with the intent to reply to what is being said rather than to actively listen to what is being said. When you listen actively, you are effectively ensuring that the speaker feels acknowledged and like you truly care.

If you wish to be emotionally intelligent, you are focused on trying to make that a priority. Effectively, then, you will be actively attempting to listen with the intent to understand. Doing so is not as difficult as it may seem. All you need to do is start by making eye contact as the other party speaks. As you listen, you should always be paying your undivided attention to the other party. No distractions should be allowed during this phase. Make sure that you are actively listening and nodding your head to show that you are listening.

The most important part, however, is to remember that as you listen, you should be focused on listening only. There should be no attempts to come up with your own responses to the other party—you should simply be making it a point to hear and understand.

## **Understanding Body Language**

Finally, one last skill that will not be instructed, but is strongly recommended that you check out is the ability to read and understand body language.

Effectively, when you learn how to read the body language of other people, you are enabling yourself to better understand them. You are learning how best to understand those around you when you learn to read their nonverbal communication. If you wish to be emotionally intelligent and are ready to move on to skills beyond what has been included in the book thus far, moving on to analyzing people is probably the best place for you to go.

# **Mindfulness and Listening Techniques**

## **1. Mindfulness vs. concentration**

Mindfulness is present-moment awareness of our own body, feelings, thoughts, and experiences. Concentration is being aware of our thoughts and experience—the difference between them is that mindfulness develops from living in the moment while concentration has a specific goal. When we are mindful, we feel everything that's happening within us and around us without getting caught up in the storyline that our minds create.

## **2. Mindfulness for self-awareness**

It's all well and good to be mindful of our experience when it's quiet, and we're just chilling out, but what about when we have to be interacting with others? It's not easy to always stay in the moment while you're talking to someone. Here are some ways that you can practice mindfulness so that you can be more self-aware and engaged in your interactions with others.

## **3. Mindfulness for empathy**

Sometimes it can be quite difficult to have compassion for those who are being unkind or unreasonable; this is where mindfully recognizing our own reactions is a really useful tool. Mindfulness helps us distance ourselves from our own emotions so that we can see the situation for what it is rather than what we would like it to be.



# Relaxation Techniques

- **Deep Breathing:** Take a deep breath in through your nose, then exhale through your mouth slowly.
- **Count Your Breaths:** For this calming activity, sit or lie down and take deep breaths by counting them out loud for 2 minutes. You can also do this exercise while listening to relaxing music at the same time. It's recommended that you avoid looking at either your watch or a clock if possible because they might distract from the relaxation process.
- **Dancing:** Yes, this might seem strange, but try it out the next time you feel stressed. You can do this by dancing to your favorite music or singing along with your favorite song.
- **Progressive Muscle Relaxation:** Another calming technique is to flex all of the muscles in your body one at a time and then relax each one. This will release the tension from your muscles and help you feel relaxed. You can do this activity on your own or while listening to relaxing music.
- **Joint Mobility:** To loosen up tight muscles or joints, try rolling a tennis ball around your wrist or ankle for ten minutes every day.



# Chapter 29

## Multiple Choice Quiz

Take the quiz test your understanding of the key concepts covered in the chapter. Try testing yourself before you read the chapter to see where your strengths and weaknesses are, then test yourself again once you've read the chapter to see how well you've understood.

1. Emotional intelligence is different from other intelligences in that ...

it is a set of skills

it can be measured using tests easily

the focus is on emotional reasoning, ability and knowledge

it is a new type of intelligence

2. Emotional intelligence can be studied through ...

the abilities-focussed approach

the integrative model approach

the mixed model approach

all of the above

3. Which of the following describes how Ability Emotional Intelligence and Trait Emotional Intelligence are different?

The way they are measured

The way they are conceptualized

The way they correlate with other constructs

All of the above

4. Incremental validity refers to ...

the additional contribution a new psychological idea makes to existing knowledge

the additional evidence provided by new research  
the way research findings are reinterpreted  
the way statements are written in new tests

5. When predicting intellectual academic performance in medical students, EI showed ...  
it is essentially social skills  
large incremental validity  
no incremental validity  
a deterioration in its display

6. Which of the following is the best predictor of academic performance?  
Trait EI  
IQ  
Personality  
None of these

7. Mixed Emotional Intelligence models have ...  
significant overlap with conscientiousness, extraversion, and self-efficacy  
no significant overlap with conscientiousness, extraversion, and self-efficacy  
non-significant overlap with conscientiousness, extraversion, and self-efficacy  
little overlap with conscientiousness, extraversion, and self-efficacy

8. The higher the Trait EI ...

the higher the likelihood of personality disorder  
the lower the likelihood of personality disorder  
the higher the likelihood of self-harm  
the higher the likelihood of harm to others

9. EI is linked to romantic relationship satisfaction because EI may be linked to ...

- having better understanding of the partner's emotions
- giving the person higher self-esteem
- agreeing with the partner all the time
- getting what one wants out of the relationship

10. Lower EI is likely linked to more aggressive behaviour because ...

- taking action is more important than expressing emotions
- people with lower EI often think of themselves as victims
- that is the only way the person know how to express their displeasure
- other's emotions and behaviours are misinterpreted as hostile and an aggressive response is therefore exhibited

11. Demonstrating incremental validity of which of the following is tricky?

Intelligence

Ability EI

Trait EI

All of the above

12. Which of the following makes measuring EI challenging?

Whether the scenarios presented should be authentic or hypothetical

Whether conscious, effortful processing or spontaneous processing of emotional materials should be measured

How happy the person is feeling

a and b only

13. Ability EI tests are more objective than Trait EI tests because ...

they are easier to demonstrate one's own strength

participants tended rate their own Trait EI as higher than they actually are

they are made up of multiple-choice questions  
they cost money

14. Dunning-Kruger effect in EI states that ...  
a person with low EI is unaware of his or her own low EI  
a person with high EI is aware that others have low EI  
a person is the best person to estimate his or her own EI  
a person's EI is best evaluated by others

15. Having high EI may not always be adaptive. Why?  
Others will likely ignore them  
They will have high opinion of themselves  
These people are more sensitive to mood manipulation  
All of above

# **FREQUENTLY ASKED QUESTIONS ON CBT**

## **Q: What is cognitive-behavioral therapy?**

**A:** Cognitive-behavioral therapy, known as CBT for short, is a psychosocial treatment with the goal of changing patterns of thinking or behavior that are behind people's difficulties. The goal is to change the person's reactions to certain events. CBT helps people understand the connections between their thoughts, feelings, and behaviors and allows them to behave more effectively in many different areas of their lives.

## **Q: Who developed CBT?**

**A:** Based on the work of Albert Ellis (1957) and Aaron Beck (1976), CBT was formally introduced in the late 1970s. It has been further developed by other scientists, such as Albert Bandura, Michael Mahoney, David Barlow, and James Beck. A growing number of clinical psychologists use CBT to treat patients with a variety of emotional problems. Some individual health professionals also use it in addition to other treatment methods.

## **Q: Who is the target audience for CBT?**

**A:** Anyone with an unwanted thought or feeling and anyone suffering from a mental illness or disorder can benefit from CBT. Some people who are treated with CBT have serious illness, such as schizophrenia, depression, bipolar disorder, panic attacks, or anxiety disorders. Others have less serious problems, such as marital difficulties, job-related stress or alcohol abuse. People seek help for these problems because they feel distressed and want to change their thinking and behavior. By changing one's thinking patterns and behavior, one can change one's reactions to certain events. In this way, the person can learn to be more self-accepting and reduce the frequency of undesirable thoughts and feelings.

**Q: How effective is CBT?**

**A:** The evidence for the effectiveness of CBT is rated as 'strong' by the Cochrane Collaboration and in recent years has been supported by a number of studies. For example, a study found that CBT was better than waitlist or usual care in treating panic disorder. Another study found that people who received CBT were more likely to have their panic attacks decrease and become less severe after treatment than those who received active treatment. A study on people with depression found that they were more likely to recover from depression after receiving CBT than other treatments. A review of studies on people with social phobia found that CBT was the most effective treatment for this disorder. Moreover, a review of studies on the use of CBT in schizophrenia found that it improved symptoms such as hallucinations and delusions.



**Q: What does CBT entail?**

**A:** People seeking help for emotional problems usually receive psychotherapy rather than medication and are asked about their problems and about their past experiences. Depending on the patient's condition, different forms of therapy may be suggested or used. The therapist and patient can decide what form of therapy is best. For example, some medical conditions may require medication or additional treatments beyond psychotherapy. Counseling for couples who are having marital problems often requires professional counseling as well. Because CBT involves a change in thinking and behavior by the patient, it only works if the person cooperates with the therapy.

**Q: What is the difference between psychological therapy and CBT?**

**A:** Psychological therapy aims to help people understand their thoughts and feelings and use this understanding to make changes in their attitudes or behaviors. Cognitive-behavioral therapy helps people change their thoughts, feelings, and behaviors.

**Q: How does CBT differ from psychoanalysis?**

**A:** Psychoanalysis is usually more in-depth than the short-term therapy used in CBT. Also, psychoanalysis focuses on early childhood experiences and past relationships while CBT focuses on current feelings and problems. Another major difference is that CBT deals with specific problems as they arise while psychoanalysis attempts to achieve insight into the patient's pattern of thinking or behavior, although changes may take place in the course of several years.



# Chapter 30

## BONUS: EMOTIONAL INTELLIGENCE TEST



**Date:** [            ]  
**Hour:** [            ]  
**Name:** [                            ]

Take and score the self-assessment below. The assessment and score are for your eyes only, so be honest as you answer the thirty items.

The assessment will provide you with a baseline indication of your own skills in five dimensions. Taking the assessment will also help frame the presentation and discussions that follow in this book.

# Emotional Intelligence Assessment

Respond to each of the 30 statements with one of the following:

1 = Rarely like me

2 = Occasionally like me

3 = Sometimes like me

4 = Often like me

5 = Almost Always like me

n.	Question	Value
1	I am aware of when my body and mind need to be recharged.	.....
2	I master new skills and attitudes by analysing people.	.....
3	I try to empathise with friends, family members and colleagues to understand the source of their frustration.	.....
4	I keep an open mind to other people's views and opinions, even when I do not share them.	.....

n.	Question	Value
5	I allow myself time to process bad news so that I am able to move past them.	.....
6	I know to have an impact on the mood of the individuals that surround me.	.....
7	I keep my composure even when I am in a state of anger and irritation.	.....
8	When writing an email, I try to empathise with the reader.	.....
9	Confrontation is encouraged in a discussion where other individual happen to have different options from mines.	.....
10	To me, problems are opportunities to challenge and improve myself.	.....
11	I am aware of the kind of individuals and situations that could bring me anger and frustration.	.....

n.	Question	Value
12	I make sure to acknowledge my hard work after a challenging task has been tackled.	.....
13	I try to empathise with the surrounding individual when I find myself in small groups, such as gatherings with relatives, colleagues or friends.	.....
14	I try to recognize when someone I am working with is feeling frustrated, then I act accordingly.	.....
15	I adapt when there is an unexpected change in events.	.....
16	I am fully capable of identifying the source of my frustration.	.....
17	I am always certain of my future steps the moment when a meeting is adjourned.	.....
18	I have awareness of people's uneasiness and agitation when they surround me.	.....


n.	Question	Value
19	I am open to criticisms from the people I love.	.....
20	My optimism and hard-working mentality are never negatively affected by occasional disappointments.	.....
21	I can determine the cause of my sadness.	.....
22	My negative mood does not affect how I interact with people.	.....
23	I put myself in other people's shoes to understand where they are coming from emotionally.	.....
24	I make sure that the individuals who help in the achievement of an objective or task are credited and acknowledged by the public.	.....
25	It is challenging for me to not let my personal problems influence my ability to work.	.....

<b>n.</b>	<b>Question</b>	<b>Value</b>
26	I think of the impact of my words before I speak.	.....
27	I am not scared of owning up to my mistakes.	.....
28	I try to be aware of other individuals' emotions.	.....
29	Whenever I teach, I keep in mind that people can learn at different speeds.	.....
30	I move to pass my failures by externalizing my disappointment.	.....

Transfer your item scores to the spaces below.  
Then add each column.

After that, plot your scores on the chart below to see whether you are “Highly Effective”, “Effective”, or you have “Room for improvement”



30	Highly Effective (24-30)					
24	Effective (19-23)					
18	Effective (13-18)					
12	 Room for Improvement (6-12)					
AAwareness of the Self		AActions of the Self		AAwareness of Others	Interaction with Others	Resilienc
1	2	3	4	5		
6	7	8	9	10		
11	12	13	14	15		
16	17	18	19	20		
21	22	23	24	25		
26	27	28	29	30		
TOT.						
Awareness of the Self	Actions of the Self	Awareness of Others	Interaction with Others	Resilience		

## CONCLUSION

If you are struggling with emotional intelligence, or you struggle with managing your emotions, you may have the wrong idea about what exactly is going on. In CBT, we have a clear-cut understanding that our emotions are not accurate representations of how we feel in reality; they're actually just sensations in our bodies. Emotions arise from a sensorimotor system that sometimes works well but oftentimes doesn't work very well. Our feelings can be like projections into the future, which creates a lot of trouble for us because it means we might feel anxious even if there is no real danger present, and we might feel sad when there is no actual sadness to be experienced. We can think of emotions as just perceptions of danger from past experiences. These past experiences are made up of numerous ingredients, such as early life events, genetics, our culture, and experience. We can think of emotions as urges that we utilize to provide guidance for our actions but which unfortunately do not always have the best result because the systems they operate on are not well adapted to deal with a lot of present-day stresses and challenges.

"Emotions are only messages from the brain telling us something is happening. They don't tell us that something is dangerous; they just alert us to pay attention. The problem is that we always react emotionally. It's also a mistake to think that because there is anxiety, there must be a danger, or it's something to worry about. Anxiety can arise even if there is no danger."—Aaron Beck

In CBT, our goal is to recognize the times when our emotions are not entirely accurate and to begin to manage them in a way that will help us live a more fulfilled life. Our emotions are based on automatic reactions, so we need wise ways of relating to them when they arise. The idea is to develop the ability to take charge of our emotions rather than be governed by them. We can manage our emotions through scientific methods, and this management has the potential to create a sense of power and control over them.

You probably have an idea of what the purpose of CBT as a form of therapy is, but you may not have a clear understanding of why we need it because there are so many different theories about emotional disorders and how these conditions arise. In fact, there are many different schools of thought about the brain and the mind, and these schools of thought do not all agree on the same things. CBT is an important tool because it offers us a way to understand ourselves from a scientific perspective that can be measured, tested, and improved upon over time. Some of the benefits of using this method are that we can understand our past experiences in order to improve our future behaviors, we can have our feelings validated by others who may be more objective than we are, and we can better control ourselves when it comes to unwanted impulses and habits.



# **BOOK 8**

## **DARK NLP**

Discover the Power of Language  
to Defend Yourself From Dark  
Psychology and Learn how to Use  
Dark NLP to Get What you Want  
From People



# INTRODUCTION

Have you ever wondered why people sometimes do things to hurt you, even when they don't have an obvious motive?

What's the secret to how they succeed?

It turns out there is a hidden language of power, one that the Dark Adept uses against you. This language has been used by societal leaders and powerful people for centuries.

I'm going to show you how to identify it in statements made against you and use it back against them. In doing so, I'll teach you about NLP (Neuro-Linguistic Programming)—a set of techniques that will empower your communications with others and make you invaluable to any organization.

NLP is a science that studies the relationship between neurological processes (neuro), language, and behavior (linguistic). It was first conceptualized in the early 1970s by John Grinder and Richard Bandler. They took a novel approach in their study of how people communicate, specifically human interactions. NLP is still a relatively new practice, with little research being done using empirical evidence to support its claims. However, these claims are still being exploited by various groups or individuals who hold seminars and workshops regarding these practices as well as use them as tools to improve their own skills or portfolio.

There are generally three types of NLP: Classical NLP is the most well-known form.

In Classical NLP, practitioners study the behavioral patterns that occur in people's interactions and make an attempt to use those patterns to influence their behavior in some way. For example, a person may have a habit of repeating statements or replying with questioning phrases. This habit

might be used to change a person's communication patterns to become more concise and practical when communicating with others.

Association NLP is largely concerned with the way language can be used as an instrument of persuasion between two parties, where "persuasion" might mean one individual influencing another by changing their state or behavior. Associative NLP seeks to build links among other behaviors and personality traits with the idea that this weaving together of factors will somehow improve the results of a directed conversation. However, the specific results of these conversations are usually unquantifiable and difficult to measure, so it cannot be said whether or not they actually improve soft skills overall.

NLP is a fantastic art and science. It is an art since everyone gives what they are doing their own personal and stylish touch, which can never be conveyed with words or techniques.

It is a science, and for outstanding results, there is a system and process to discover the models used for outstanding individualizing in a region.

This method is called patterning. In the field of education, guidance, and industry, the models, skills, and techniques discovered can increasingly be used to achieve more efficient communication, have substantial personal growth, and accelerate learning.

Have you ever done something so elegantly and successfully that your time will be cut short? Have there been moments when you were very pleased with what you were doing and how you handled it? The NLP shows you how to appreciate your achievements and arrange them to experience several more moments like this. It is a way of

uncovering and unveiling your talent, a form of bringing out the best of yourself and others.

The NLP is a real ability that produces the outcomes we want in the world while at the same time valuing others in the process. It is the p of that distinguishes between the excellent and the nor-evil. It also leaves behind many highly successful strategies on schooling, therapy systems, business, and therapies.

In this book, we'll start with a quick overview of what NLP is and how it works before getting into the more powerful aspects. After that, we'll look at how to protect yourself against the dark language of NLP, and what you can do if you suspect a friend or family member may be using it on you.

This book is long enough to read in one sitting or two and will give you the tools to think for yourself and empower your communications with others.

If you already know NLP but want better ways to communicate with others, keep reading!





# **Chapter 1**

# **TH E HI ST OR Y OF NL P**

The initial version of the NLP of today originated in the early 1970s. At the time, Richard Bandler was a student at the Santa Cruz University of California, met with John Grinder, assistant professor of linguistics.

Grinder, who was especially interested in advanced teaching techniques, was rapidly aware of Bandler's research and held a series of seminars in collaboration with him. Such seminars originally had the classification of group studies. But with growing Bandler and Grinder experience and expertise, the participants encountered more exciting transition processes ever. It culminated in an increasingly close relationship between Bandler and Grinder over the years.

They explored why well-known individual psychotherapists had so much success with their patients in their practice and on what basis this success was based. Several people treating the same patients with the same conditions have struggled to bring about these drastic improvements simultaneously. In Bandler and Grinder's original theory, they believed influential psychotherapists had a common or similar pattern of action in their work with people, based on which they might produce these excellent results. These standard or related behavior patterns are now known as NLP, or magic structure.

So, they started to investigate and evaluate the types of therapy used by the most in vogue therapists:

- Virginia Satir, an exceptional family therapist.
- Fritz Perl, an innovative Gestalt therapist and founder of this direction of therapy, as well.
- Milton H. Erickson, a world-renowned hypnotherapist.

In doing so, the expectations of finding patterns and structures that could clarify these most in-vogue therapists' success in coping with their clients were always driven.

Despite the three psychotherapists' diversity, after long and careful observation, Grinder and Bandler discovered that they used surprisingly similar basic patterns in their work with others. Grinder and Bandler put these basic patterns into writing, refined them, tried them out in their seminars with other students who agreed to do so. Finally, they developed an elegant model to achieve more effective communication, accelerated learning, personal change, and enjoyment, and joy in life. They called it NLP—Neuro-linguistic Programming:

"Neuro" because these are strategies that heavily involve the functions of our nervous system (brain + spinal cord + senses). The point is to perceive more precisely and more,

to purposefully change unwanted feelings and behavior patterns in harmony with yourself.

"Linguistics" because it is also very much about the linguistic aspect. We maintain external communication with other people and internal communication with our fantastic "bio-computer"—our brain. Unfortunately, not all of the inputs that we make in this biocomputer are received. Therefore, advanced communication methods are also required here.

"Programming" means that we want to use systematic methods in all of this and not learn through trial and error. It's about discovering procedures and processes that can also be transferred to other areas and people. Many NLP

Techniques are content-free, which means that the same method can be used for headaches, a phobia, or to build an irresistible motivation. NLP describes procedures and processes that can and are effective regardless of the content.

Based on this approach, NLP developed in two complementary directions:

In the first direction, as a process for discovering the pattern of brilliant achievements in every conceivable social area.

The second direction is a compilation of effective ways of thinking and communication used by outstanding personalities in this field.

## **Beginnings of NLP**

In the spring of 1972, Bandler himself offered a Gestalt therapy seminar, inspired by his studies' lack of real significance. It was possible for students in an advanced semester. He focused mainly on studying the therapeutic effects of gestalt work in a group and improving his theoretical skills in practice.

During these seminars, John Grinder became aware of Bandler's research, joining him and his exploration. From then on, both worked together on Bandler's workshops, with John Grinder, a beginner to counseling and psychotherapy.

Between 1972 and 1974, intense and productive cooperation took place, with Grinder benefiting from Bandler's knowledge of psychotherapy and Bandler's knowledge of linguistics.

This combination was instrumental in modeling Virginia Satir's therapeutic masterpieces, Friedrich Perl's, and hypnotherapist Milton

Erickson. When modeling, a person's unique skills are made learnable and accessible through systematic and accurate observation and questioning.

Patterns and principles were developed so that interested people could also emulate the skills.

Bandler and Grinder were not primarily concerned with explaining something real but with discovering something useful for others. As proof of the success of their analyses and observations on Satir and Perl's, they saw evidence that they could achieve the same results as the person who modeled them in other people.

In early 1974, both began designing the first meta-model structures with students held in Mission Street squat, Santa Cruz. Simply put, the meta-model is a set of particular questions to uncover thinking processes and obtain in-depth

knowledge. The starting point for research in the meta-model groups was that verbal communication between therapist and client is central to any therapeutic change work. Consequently, it was believed that common language patterns would crystallize and be cemented in Friedrich Perl's and Virginia Satir's verbal communication, making the dysfunctional processes conscious and causing change.

With John Grinder's linguistic context knowledge, both researchers succeeded in creating starting points for a model that allowed the targeted collection of information about a person's imaginary world. They modeled Perl's and Satir's critical linguistic skills, explained these constructs clearly, and thus move them on.

From late 1974, Bandler and Grinder regularly participated in teaching seminars given by hypnotherapist Milton H. Erickson. Again, the primary objective of researching Erickson's work with people is to talk about his language patterns and actions. The findings were refined as with Satir and Perl's, reported in writing, tested for applicability in student groups, and integrated into the current knowledge base.

In 1974 and 1975, more formal communication models became the focus of group study. Since Perl's non-verbal actions often appeared to contribute significantly to the therapeutic impact achieved in addition to language behavior, the beneficial non-verbal elements were then specifically evaluated and attempted to address them. The resulting models were then used for both psychotherapy and daily contact.

Various types of procedures were used and revamped, leading, in addition to Perl's and Satir methods, to the current NLP shape. Bandler and Grinder published their first discoveries in four books from 1975 to 1977. These were:

The seminars were received very quickly. NLP's awareness has grown noticeably in the following years and is now used

worldwide, especially in therapy, education, and management.

Bandler and Grinder developed reframing in 1982.

It enabled changes that were recently only conceivable under classical hypnosis.

1984 introduced the concept of submodalities, inventing one of NLP's most significant and impressive techniques. The submodalities represent a kind of brain programming language that everyone can use if they know the commands. People take information with their five senses, process it, and store it internally as events and thoughts represented in their senses, the so-called modalities. The fantastic thing about it is that it takes advantage of the fact that the human brain reacts to WHAT we think and how a person thinks, e.g., more in color pictures or black and white pictures.

James developed Time Line Therapy (Zeitlinie) in 1988. This method is particularly suitable for gently healing past traumatic experiences. Using the timeline, unconscious or repressed traumas causing physical or emotional problems can be found and mentally processed.

In 1990, Robert Dilts developed reimprinting to change our childhood's relational structures to limit beliefs and beliefs. An imprint is a decisive experience from which the person concerned has formed a belief or bundle of ideas that are effective in his world. Such an imprint usually also includes an unconscious assumption of the role by other important people involved.

The purpose of reimprinting is to find the missing resources, change the belief, and adapt the role model developed to the person's actual and acute circumstances.

Unlike popular belief, Grinder and Bandler did not create NLP alone. After thirty years of silence, a third colleague now goes public: Frank Pucelik

This technique was designed to study patterns of communication, especially how understanding them will allow us to identify what produces excellent communications. NLP is intentionally ambiguous about the way it works with people in order to stimulate their thought processes. It claims that by using these skills, a person can achieve more positive outcomes as well as much easier change through new methods of perception.

NLP is used to better understand oneself without becoming burdened by personal biases or blocks that we may have towards certain thoughts or feelings. It also helps us to learn how to better communicate with ourselves and with others. NLP has been used to help people with speech impediments, depression, self-esteem issues, and even addiction.





# **Chapter 2**

## **WHAT IS NLP**

NLP is short for Neuro-Linguistic Programming. The suffix “neuro” refers to things that are related to neurology. As you may know, Neurology is a branch of medicine that looks at the nervous system and focuses mostly on the brain. The brain consists of cells called neurons, and those cells form webs, which are known as neural networks. The word “linguistic” as you are aware, has to do with language. The word programming, in this case, indicates how neural language functions. In essence, NLP is about understanding how your brain is conditioned to function; in other words, it’s about learning the human brain’s language.

It’s a set of skills and techniques that allow us to talk to ourselves and others in ways that focus on the present, the future and break down unwanted patterns of thinking.

It's based on studying the brain, language, and pattern recognition. The information is then used to develop techniques that allow you to take control of your life rather than being controlled by your thoughts or other people.

That may sound complicated, but you can use the computer metaphor to understand how it works. Just like a computer, your computer has a “language,”; a way to process information that is different from the language you use on a day-to-day basis. If you understand the language used to program a computer, you will be able to reprogram it to do certain specific things.

Just like a computer hacker who figures out how a program works so that he can break into it, an NLP hacker will figure out how someone else's mind works so they can manipulate it.

The language we use is different from the language our unconscious minds use. When you have certain thoughts, or you hear someone speak, that information is processed in your conscious mind, which is why you are readily able to understand it. However, the information in your subconscious mind is somewhat different. Figuring out how the subconscious mind works is the same as learning a new language.

This explains why we tend to have a fairly complicated relationship with our subconscious minds.

When we tell our brains to do certain things, the subconscious mind can override our orders and make up its own orders. When you tell yourself to eat healthily, work out, or concentrate on certain tasks, the subconscious mind overrides those orders, and it tells you to stay in your comfort zone.

When this happens, we feel like we have little or no control over our own behavior, but that is not the case.

There is a disconnection between what you want to do and what you end up doing because you are not communicating with your subconscious mind in the right way. Since your neural language is different from the standard language you use to think and to speak, the messages you are sending to your subconscious mind are getting lost in translation, and the result is that you end up acting differently from the way you really want to.

NLP experts have long understood that the conscious mind is the “goal setting” part of your mind, while the unconscious mind is the “goal getting.”

Part of the mind. The unconscious mind is supposed to work for you; that is why it's keen on making you feel comfortable even when you are trying to introduce discomfort into your life (strict diet, exercise regimen, hard work, etc.).

The subconscious mind thinks it knows what's good for you, and it already has preconceptions about what you want out of life. It bases its choices on the habits you have learned over many years and the belief system you have had in place your entire life.

When your subconscious mind makes you procrastinate, it does so because it has been conditioned or "programmed" to think that that's what you want.

When it makes you eat junk food instead of healthy food, it's because it has been conditioned to believe that enjoying junk food is more important than staying healthy.

So, all the habits you have acquired over the years (whether they are good or bad) are in there somewhere, and the way your subconscious mind is programmed, they take precedence over all the new things you are trying to take up.

NLP can help you understand how your conscious and unconscious minds work relative to each other. This means that a deep understanding of NLP can enable you to modify your behavior and learn new habits effectively. When you train yourself in NLP techniques, you can learn how to reprogram your brain at will. This way, your unconscious, and conscious mind will finally be on the same page when it comes to comprehending whatever you want out of life, and they will work together, and not against each other, to help you attain your goals.

NLP is about communication, but it's more than just verbal or nonverbal communication. NLP is the kind of communication that goes deep into the uncharted parts of your brain, so it relays information in a more primal way.

The NLP techniques used today were developed (and are still being developed) by modeling some of the most effective communicators.

Therapists have successfully used NLP to teach their patients to deal with negative emotions, to replace negative habits with positive ones. NLP is even used to teach certain complex skills to members of elite military units. The more we understand NLP, the more we find ways to apply it in ways we never imagined before.



# Chapter 3

## HOW NLP WORKS

If you are just coming across this topic for the first time, NLP may appear or seem like magic or hypnosis. When a person is undergoing therapy, this topic digs deep into the patient's unconscious mind and filters through different layers of beliefs and the person's approach or perception of life to deduce the early childhood experiences responsible for a behavioral pattern.

In NLP, it is believed that everyone has the resources that are needed for positive changes in their own lives. The technique adopted here is meant to help in facilitating these changes. Usually, when NLP is taught, it is done in a pyramidal structure. However, the most advanced techniques are left for those multi-thousand-dollar seminars. An attempt to explain this complicated subject is to state that the NLP'er (as those who use NLP will often call themselves) is always paying keen attention to the person they are working on/with.

Usually, there is a large majority of NLP'ers that are therapists and they are very likely to be well-meaning people. They achieve their aims by paying attention to those subtle cues like the movement of the eyes, flushing of the skin, dilation of the pupil, and subtle nervous tics. It is easy for an NLP user to quickly determine the following:

- The side of the brain that the person uses predominantly.
- The sense (smell, sight, etc.) is more dominant in a person's brain.
- The way the person's brain stores and makes use of information (the NLP'er can deduce all this from the person's eye movement).

- When they are telling a lie or concocting information.

When the NLP user has successfully gathered all this information, they begin to mimic the client in a slow and subtle manner by not only taking on their body language but also by imitating their speech and mannerisms so that they begin to talk with the language patterns that are aimed at targeting the primary senses of the client. They will typically fake the social cues that will easily make someone let their guard down so that they become very open and suggestible.

For example, when a person's sense of sight is their most dominant sense, the NLP'er will use a very laden language with visual metaphors to speak with them. They will say things like: "do you see what I am talking about?" or "why not look at it this way?" For a person that has a more dominant sense of hearing, he will be approached with an auditory language like: "listen to me" or "I can hear where you're coming from."

To create a rapport, the NLP'er mirrors the body language and the linguistic patterns of the other person. This rapport is a mental and physiological state which a human being gets into when they lose guard of their social senses. It is done when they begin to feel like the other person who they are conversing with is just like them. Once the NLP'er has achieved this rapport, they will take charge of the interaction by leading it in a mild and subtle manner.

Thanks to the fact that they have already mirrored the other person, they will now begin to make some subtle changes to gain a certain influence on the person's behavior. This is also combined with some similar subtle language patterns that lead to questions and a whole phase of other techniques.

At this point, the NLP'er will be able to tweak and twist the person to whichever direction they so desire. This only



happens if the other person can't deduce that there is something going on because they assume everything that is occurring is happening organically or that they have given consent to everything.

## **What This Means Is That It Is Quite Hard To Make Use Of NLP To Get Other**

people to act out of character, but it can be used to get a person to give responses within their normal range of character. This may come in the form of getting them to donate to a charitable cause, or finally making the decision they had been putting off, or getting them to go home with you for the night if they had considered it at some previous point.

## **At This Point, What The NLP User Seeks To Do May Be To Either Elicit Or Anchor**

When they are eliciting, they make use of both leading and language to get the person to an emotional state of say, sadness. Once they can elicit this state, they can then lead it on with a physical cue by touching the other person's shoulder, for example.

According to theory, whenever the NLP user touches the person's shoulder in the same manner, the same emotional state will resurface if they do it again.

## **However, this Is Only Made Possible By The Successful Conditioning Of The Other Person**

When undergoing NLP therapy, it is very possible for the therapist to adopt a content-free approach, which means the therapist can work effectively without taking a critical look at the problem or without even knowing about the problem at all. This means that there is room for privacy for the client as the therapist does not really need to be told about whichever event took place or whatever issue happened in the past. Also, prior to the commencement of the therapy, there is an agreement that ensures that the therapist cannot disclose any information; hence the interaction between the therapist and the client remains confidential. In NLP, there is the belief in the need for the perfection of the nature of human creation, so every client is encouraged to recognize the sensitivity of the senses and make use of them in responding to specific problems. As a matter of fact, NLP also holds the belief that it is possible for the mind to find cures to diseases and sicknesses.

The techniques employed by NLP have to do with a noninvasive, medicine-free therapy that enables the client to find out new ways of handling emotional issues such as low self-esteem, lack of confidence, anxiety, and destructive relationship patterns. It is also a successful tool in effective bereavement counseling.

With its roots in the field of behavioral science, which was developed by Skinner, Pavlov, and Thorndike, NLP makes use of the combination of physiology and the unconscious mind to bring about change in the thought process and ultimately the behavior of a person.



# **Chapter 4**

## **NEURO-LINGUISTIC PROGRAMMING (NLP) FOR INFLUENCE**

As a leader, you have the power to influence others in a powerful way that can significantly increase your company's bottom line. You already know this. But in order to convince others of this, you need to be sincere and authentic.

NLP is an approach for accessing the unconscious mind through behavioral change—and it has been around since the 1960s. Today it's used across disciplines for everything from business and marketing to music composition and making your spouse happy! Most notably, NLP is now relevant because of recent advances in neuroscience demonstrating how thought affects physical reality—and because of our ever-growing reliance on technology and social media (which we routinely alter our mindset through).

The business world is particularly influenced by the unconscious mind. Inspirational leaders are all too rarely able to control the behavior of their followers in a way that fosters true change. (And for those who can, why do they often end up leaving the company after a few months or years? Why are so many companies still using uninspired and mundane marketing techniques, such as rehashed campaign slogans and advertising clichés?)

The reason that so many people are incapable of influencing others' mindsets is that they aren't aware of the new science demonstrating how thought affects reality.

Why you need to be genuinely interested in people:

“First impressions matter. One study found that people who entered a room within 30 seconds of those already there were considered more competent and sincere than their counterparts who waited until they were 15 seconds late.”

“The experience of influence is generally more pleasant when people feel they are involved in a conversation with a person who sincerely wants to understand what they have to say, rather than just waiting around for his or her turn to talk. A good listener has at least five times more positive impact on others than a poor one.”

## **How You Can Model Excellence And Build Lasting Relationships**

“When people first meet and get to know each other, they unconsciously start matching each other's physical movements. If you want to build rapport with another person, you will need to match the other person's body language—at least some of the time.”



## **The Benefits Of Being Authentic**

“When you tell the truth, even if the other person knows it is not easy for you to do, your honest response demonstrates to him or her that you are willing to take on whatever challenges life throws at you. You show that you are willing to face whatever challenges come your way and meet them head-on. The person who has integrity does not sacrifice his or her principles on the altar of expediency.”

## **How Others Connect With Each Other**

"Whether it is with a business partner or a romantic partner, we often begin by talking about ourselves. We tell our spouse or partner about our day and how it related to work or family life challenges. We ask them what their day was like as well and solicit their opinions on what we think might be important in helping us solve the challenges we are facing.

These are potent topics to talk about because they connect us with the other person's values and emotions."



# **Chapter 5**

## **THE KEYS TO NLP**

There is a lot of misinformation about NLP out there, so it's important to have a balanced view.

NLP is a set of tools and techniques that can be used to analyze human behavior and influence the subconscious level. Basically, NLP allows you to build rapport with people on an emotional level to convince them to do anything from buying something they don't need to donating time for charity. It really has incredible power over people's actions without using coercion or manipulation. In fact, because it helps people change their own behavior, it's actually ethical by any definition of the word.

NLP stands for Neuro-Linguistic Programming, and it's based on studies of communication and behavioral patterns. The original developers were Richard Bandler and John Grinder, who found that they were able to understand people's behavior by breaking down how they use their bodies and words. They found that the way we use language can be analyzed to determine patterns in our thinking that are very unconscious. These unconscious ways of thinking also drive our behavior without us even realizing it, meaning that if you know someone's programming well enough, you can more easily influence them by getting them to think or feel what you want them to.

The process of NLP is based on analyzing behavior and language in order to understand how someone thinks and feels. From there, you can use this information to change their actions without any sort of coercion or manipulation. For instance, if you want someone to donate time or money to a specific charity, the way that you phrase your request

will be much more effective if you know what their values are and how they think about the world.

In the last several years, there have been some controversies about NLP because some people have learned and applied it in unethical ways. However, all it takes is a basic understanding of NLP to know that none of those people understand what it really is. In fact, learning NLP is an excellent way of understanding why these manipulators are manipulating in the first place.

As you can imagine, NLP has applications in sales and marketing in much the same way that hypnosis does. However, it can also be a very helpful therapeutic tool as well. There are plenty of therapists who incorporate different techniques from NLP. In fact, many people use language patterns to help themselves overcome addictions or unhealthy behaviors without ever seeing a therapist.

It's important to understand that NLP is not about controlling people or forcing them to do things against their will. Instead, it's about understanding what makes them tick so that you can influence them without doing anything manipulative or coercive at all. It's very easy to use NLP in a way that's unethical, but it takes a great deal of skill to use it properly. Understanding how NLP works is a really important step in learning how to apply it positively.

## **So, What Are The Keys To NLP?**

1. Say what you mean and feel what you feel. The minute you're even tempted to pretend that you're willing to do something or say something for someone else, stop! You might be able to recognize this person as your friend or family member, but just because it looks like they want something doesn't mean that they actually want it. People are offended by being lied to, and even if they're not offended right away, they will be very soon.

2. Pay attention to what you do and say. It's always a good idea to pay attention to how you interact with other people to make sure that your behavior and language are ethical. However, NLP takes these concepts a step further in order to make it easier for you to understand how other people think and feel. The more you know how others think about the world, the better off you'll be at avoiding manipulation or coercion as well as influencing them positively.

3. Make sure that your actions match your desires. It's certainly possible to tell yourself that you're doing something in order to help someone else, but if you don't actually want to help them, then it won't work. People are very good at picking up on insincerity, so be aware of how much you really care about what you're doing. If you're not giving something your all and telling people the truth, then who will?

4. Keep your motivations positive. It's always a good idea to make sure that your motivations are positive before trying anything, even remotely manipulative or coercive. A positive and healthy inspiration is probably the best way to learn how to apply NLP, and it will also make it much easier for you to make sure that your expectations are realistic.

5. Ask the right questions. The more that you know about someone, the better off you'll be at understanding

them. For instance, if you want to help someone with a specific problem, then talk with them about their life as well as their issues specifically so that you can get a clearer picture of the situation from their point of view. This kind of understanding takes time if you want to get really good at it, but it's absolutely worth every second that it takes.

6. Be aware of what you don't know. There are some people who are very good at being deceitful and manipulative, but NLP doesn't work for them. On the other hand, there are some people who genuinely believe that they can manipulate others into doing their will without having any idea whatsoever about what the other person is thinking or feeling. When this happens, it really becomes a matter of luck and chance rather than anything that you can change.

7. Be realistic with your expectations. This is a significant point to consider when applying NLP; if your expectations aren't realistic then it doesn't matter how good you become at applying it to your life; you won't get anywhere anyway. For instance, when trying to understand someone else, if they say or do something that you don't expect, then it's very natural to feel surprised or disappointed. This is especially true if what they're saying is harmful or destructive because this creates a real conflict in the interaction. However, you'll also need to make sure that your expectations are reasonable.

8. Listen closely and verify for yourself. In NLP, just as in any other form of therapy, it's important to check yourself against what you're hearing with a good degree of skepticism. If the person you're dealing with has released negative energy towards you, then there's a good chance that they're being manipulative or toxic and not actually telling the truth. There's nothing wrong with getting angry when you're being lied to, but don't believe everything that someone says just because they say it.

9. Ignore your feelings. Your feelings are there to tell you what you want and need, but it doesn't mean that everyone else needs to hear about them. Sometimes people will tell you that you need to be more assertive to better understand people, but this isn't necessarily true. Just because someone has told you your emotional needs are wrong doesn't necessarily mean that they're right or that they have experienced the world from the same perspective as yourself; it's perfectly reasonable for them to believe differently and there's nothing wrong with their beliefs either.

10. Pay attention to your boundaries. You may not be aware of it, but there are a lot of other people in your life who have strong feelings about what you're doing or what you believe, and they are going to have a very strong response when it comes to boundaries. For instance, you might feel comfortable asking a friend for advice on something because that friend knows you incredibly well, but it's very easy for them to decline the favor by saying no without giving you any reason at all. There's nothing wrong with having limits; not everyone is appropriate for every friendship or every kind of help.





# **Chapter 6**

## **NLP MODELLING**

NLP modeling provides a way of understanding the connection between language and meaning. It's not obvious, for example, that sentences like "He walked through the door" and "She looked over the counter" are semantically similar.

NLP can help make sense of this by analyzing patterns of words and phrases in a sentence or providing information about how people use language to convey their thoughts. A good example is given in the sentence "Mary caught her dog." An NLP model will analyze different linguistic levels from individual words such as 'caught,' 'catch,' or 'catches' to broader notions such as tense or grammatical number ('her'). This can be used to derive meaning from language.

NLP is the "science and art of enabling computers to derive meaning from human language in a smart and useful way." This means that it encompasses both the engineering problems associated with making computers understand language and the linguistic understanding required to make sense of human meaning. It focuses on natural language (English, Chinese, etc.) and not artificial languages (like SQL or HTML).

It differs from some other forms of computational linguistics in that its purpose is to provide computers with an intelligent understanding of what people are saying, rather than just giving them sophisticated pattern-matching capabilities. The term was first used by Michael Brady in 1975.

# **NLP Systems Can Be Classified In Terms Of Their Application Domain**

1. Conversational agents like chatbots, smart home devices, and virtual assistants fall into the domain of Natural Language Processing (NLP) as it relates to conversational interaction.
2. Speech processing such as speech recognition or speech synthesis falls into the domain of Natural Language Processing, but also requires an understanding of how words are pronounced and how they are associated with concepts in mind.
3. The general purpose applications that are typically referred to as NLP services are at a higher level in the functional hierarchy than natural language interactions and require knowledge about aspects of language that aren't strictly related to comprehension or communication. These aspects include the semantics of words, how they are used, and how they are combined. These services can be linked to specific task domains like indexing, information retrieval, or social interactions.

The distinction between these domains is sometimes blurred in practice, and it may not always be easy to make a clear distinction. For example, Natural language understanding systems specifically designed for spoken content may perform better on spoken content than those designed for written content, which would perform better on written content than those designed for images or other mediums that require different processing mechanisms (e.g., vision). In some applications, Natural language processing tasks have more in common with one domain than another.

## **NLP Works By Utilizing The Following Areas**

Natural language processing applications can be divided into three broad categories: understanding, generation, and manipulation. Understanding is needed for information retrieval, question answering, and machine translation. Generation is needed for speech synthesis, spelling correction, and information extraction. Manipulation is needed to develop systems that adhere to a particular style guide or to add general rules that are difficult to encode in a production system. Both understanding and generation may require considerable human effort to obtain the necessary training data for the machine learning algorithms used in these tasks.



# **Chapter 7**

## **NLP: BASIC PRINCIPLE TO IMPROVE LIFE**

Neuro-Linguistic Programming (NLP) is a system of communication, education, and personal development that organizes human experience into patterns called 'frames.' These frames are shared by all people and apply everywhere. The five most important ones are Sensory awareness, control of action, the present moment, identity & self-image, and time.

NLP is an integrated approach to bettering every area of your life, from interpersonal relationships to leadership skills. It involves looking at the big picture—how we perceive ourselves and our environment—how we communicate with others as well as how to work with them in ways that agreed-upon parameters for success are met without even realizing it.

NLP is easier to understand than to define. It's like an iceberg—what can be seen from the surface is only a portion of the full picture. NLP Science has an array of techniques that can be used to increase awareness, distinguish between true and false messages, improve communication skills, and bring out hidden attributes in people that can be utilized for growth.

NLP is based upon discoveries made by Josephine Angelini while studying neurolinguistic programming with Richard Bandler during the late 1970s and early 1980s. She was a student in "The Synthesis Group" under Stephen Gilligan. She began teaching in 1986 after taking the Practitioner, Master Practitioner, and NLP Trainer certifications. Before really delving into the processes of NLP and how you can

utilize them, it is important to recognize that there are several principles that you will have to keep in mind. When you want to use NLP, you must meet these principles if you want to be able to be successful. After all, accessing other people's unconscious minds will require you to be patient, flexible, and willing to spend the time to do so effectively.

Think of these as your guiding processes that will help you to make sure that you can use NLP. These will be your founding principles that you will live by if you want to be able to tap into the unconscious. These will guide you in being successful, whether you want to improve your own life or convince someone else to do something specific. No matter what you choose to do, you will be able to do so if you keep these steps in mind. In particular, the steps that will be addressed here are knowing your outcome, taking action, maintaining sensory acuity, having flexibility, and living by the physiology of excellence. With these five principles, NLP will be successful for you. This chapter will guide you through learning how to utilize these principles in your own life. You will be able to help yourself.

You will be able to help others. Above all, you will be able to be effective and successful.

# **Chapter 8**

## **KNOW YOUR OUTCOME**

The first and most important place to start when you are attempting to live with the utilization of NLP is knowing your outcome. This is effectively figuring out exactly what you want, how you will get it, and why you want it.

If you do not know what the outcome you want is, how can you possibly hope to ever achieve it? If you do not see that you want to be a lawyer, for example, can you possibly reasonably expect yourself to go through law school and build up all that debt, only to find out after the fact that law was your passion after all? No—no one in their right mind would ever put themselves through law school without ever knowing that they wanted to be a lawyer or that their true goal in life was to be a lawyer. People may go through law school because they have been told their whole life that they should go to law school, but even those people grew up with the expectation of being a lawyer. No one goes to law school without the expectation or desire to become that person.

Just like no one would ever expect that you must know your own outcome and desires if you want to succeed. You need to figure out precisely what you want in life so you can figure out how to get it. Do you want to be rich? Do you want to find love? Maybe you want to be a parent, or you want to become a firefighter. No matter what the dream is, you need to know and vocalize it to yourself if you want it to become a reality. If you want to be rich, you can tell yourself that. If you want to be happy, you can tell yourself that, too. What your goal is in life is not as important as knowing what that goal is. That knowledge is power and will help you during your process.



If you are using NLP for other people, you may want to know what your end goal for that person is. Do you want them to be happy? Do you want them to buy that car you are selling? No matter what it is you want, you need to know what it is if you hope to make it happen.

Once you know what you want, it is time to form it in a way that you can act upon it. This is effectively just coming up with a way to structure your desires so you can act upon them. When you do this, you must meet certain specific criteria to ensure that the outcome is well-formed. This is a fancy way of saying that if you want your goal to be actionable and attainable, you need to word it in the proper manner. These criteria are critical to making sure that you are able to act accordingly.

These criteria are:

- **Positive-oriented:** Your goal must be focused on what you do want, not what you would like to avoid. For example, you must state that you want to find love, versus you don't want to be alone any longer. Shifting this to a positive instead of a negative gives you something to work toward instead of something to avoid.
- **Sensory specific:** As we continue along the NLP path, you will begin to see that every method of influence on someone else, whether it is on yourself or on someone else, is sensory. You must figure out which senses you will be targeting and how those senses will perceive when you have been successful at achieving your goal. Perhaps this will be that you can see that you have a partner if your end goal is to find love. If you want to sell that car, perhaps you decide that the sensory input will be having the paperwork with the signatures in your hand. Try to address how each of your five senses will interact with the outcome when it has been achieved. This helps you be able to truly visualize what you want.

- **Contextual:** This involves making sure that you know the context under which you will be successful. You are acknowledging what has to happen if you want to be successful. Where will it happen? When? How? Who will you be with? When you know the context of what you are seeking, you will be able to acknowledge what you need to do to set up the environment appropriately to ensure that you do happen to get whatever you are hoping to achieve.
- **Self-achievable:** You must make sure that the goal you want is one that you can set into action on your own without the influence of other people. You may need to make sure that other people are doing something, but can you do so? You must have access to the resources that you will need to achieve your goal.
- **Ecological:** This is as simple as asking three specific questions for yourself: Is it good for you? Is it good for other people? Is it for the greater good? Remember, NLP is all about bettering the world and those who are using it. While it is often used as a tool for manipulation and controlling others, that is not always the intention.
- **Worthwhile:** Finally, you must make sure that whatever the outcome that you are trying to achieve is worthwhile. Is it something that will actually be useful and positive to you? It does not have to be helpful on a daily basis, but you should be able to see some good from whatever it is. You may have enhanced other people's lives, allowing your friend to no longer be terrified of crowds, which indirectly improves your own life because your friend is happier and healthier. On the other hand, you may directly address a problem of your own in an attempt to better yourself, and that is okay too. So long as it is effective, either directly or indirectly, it is good enough.



# **Chapter 9**

## **TAKE ACTION**

The next step to making sure that you are able to be successful in using NLP is to take action. This is something that may seem like common sense, but many people entirely miss this step altogether. You must be willing to act if you hope to see any results. If you want to ensure that you can actually change your life or change someone else's behaviors, you must figure out reasons to work or do something.

Oftentimes, people fall into the trap of inaction—they feel like they cannot possibly succeed, and therefore they fall victim to procrastination. However, this is your mind's attempt to avoid action in order to protect yourself from failure. When you protect yourself in this way, it is easy to make excuses and act as if it happened for a reason—you may tell yourself that you are too dumb to really make a difference, or that you will fail even if you try.

Well, guess what: Failure happens. People fail all the time, but that is not inherently bad. When you fail, you learn. When you learn, you become better prepared for your next attempt. It is okay to fail, so long as you know from that failure and do not let it define you. Effectively, then, you want to live through learning from that failure and not letting the fear of failure keep you locked in inaction.

When you are practicing NLP, you must act. If you refuse to act, nothing gets done. Nothing changes. People's behaviors remain the same. You fail. NLP is not passive—it requires constant action and effort, and for that reason, you must be willing to go through the motions and make whatever it is that you want to happen.

## **Sensory Acuity**

We experience a constantly changing world of sights, sounds, smells, and touch. Our brains have evolved to take advantage of this information with an astonishing ability to filter out irrelevant stimuli and focus on what is essential. NLP Sensory Acuity explores the natural cognitive abilities we take for granted every day but give importance.

NLP Sensory Acuity introduces you to the simple and complex ways our senses contribute to shaping the world around us. We explore how vision, smell, hearing, and touch are all critical in constructing a multi-sensory experience we call reality.

We also discuss the importance of multisensory elements such as vision, sound, or smell for design purposes in the context of customer experiences as well as marketing campaigns.

The contributors discuss how design can be improved with multi-sensory elements. They explore the importance of customer insight, sensory awareness, and data mining in this process.

This is effectively learning to cue into all of the important body languages that you will need to understand if you hope to be able to use NLP. NLP is all about being able to look at someone else, understand their mindset and processes, and then use those processes in order to figure out how to influence the other person's mind as well.

Stop and consider for a moment what body language is—it is unconscious movements that are designed to convey very specific meanings. Your unconscious mind is largely responsible for your body language—if you are anxious, your body language will convey that. If you are happy, your body language will convey that. This means that if you learn

how to read someone else's body language, you will be able to read the state of their unconscious mind.

This is because body language and actions are directly influenced by thoughts. They exist within a cycle—thoughts influence feelings and those feelings influence behavior. Effectively, then, you can learn to track your thoughts by learning to identify behavior. You can also take this one step further by learning to change thoughts by influencing behavior as well.

Effectively, then, sensory acuity is the ability to focus entirely externally.

Think about what happens most of the time when someone is telling you a story. If you are not trained in effective listening, you may make it a point to constantly be coming up with arguments that you can use to make a certain point in response. You may feel like you are listening, but in reality, your mind is also busy trying to come up with some sort of reaction or counterargument. This is problematic—you are not paying close enough attention to the other party, and you run some serious risks in doing so.

However, you can learn to defeat this. You can learn to focus entirely on listening instead.

When you focus on sensory acuity and what the other person is doing as they talk, you pay complete attention. You see all of those minute shifts in body language. You are seeing the other person change up what they are doing in response to you. You are seeing those subtle signs that may betray a lie or say that the other person is uncomfortable with the line of questioning but is desperate to try to remain open in communication.

Effectively, then, you must learn to always listen attentively. You must learn how to recognize these aspects of body language so you can use them as feedback for yourself. In learning to recognize that body language, you can

effectively allow yourself to respond appropriately, or to glean all of that information that you will need to be successful with the attempts to persuade with NLP.





# **Chapter 10**

## **BEHAVIORAL FLEXIBILITY**

“NLP,” or “neuro-linguistic programming,” is a set of techniques that allow us to use our minds more efficiently. The methods are powerful because they enable us to choose desirable behaviors and thoughts that will create the results we want. NLP provides many ways for us to access our own internal resources so that we can use them even better than before.

Behavioral flexibility is one of the seven categories into which NLP divides human behavior. It is a measure of how easily an individual can and does shift between various mental states in response to their environment or inner experience (Almaas). In other words, behavioral flexibility is the capacity to both acknowledge and respond to present reality.

The legal advice says that you should accept yourself as you are and then work hard to live a healthy lifestyle. But how can you accept yourself “as you are” when your body doesn’t reflect the person you want to be? How can you do this when your self-image is based on an idealized (and generally unrealistic) vision of your future self? It’s difficult to accept who we are if we don’t like what we see in the mirror.

NLP is not an exact science simply because no two people are the same. People are complex, and so too are their minds. One person may be entirely comfortable with talking about a personal issue, while the other is terrified to mention similar problems. You may find that some people are happy to comply without resistance, and others are completely unresponsive to your best attempts to influence.

Because no two minds are the same, you must be willing to engage in a bit of trial and error.

You cannot simply decide that you will come up with a one size fits all approach to accessing other people's minds—you must be willing to entertain several different possibilities and to change things up when you hit a roadblock.

Oftentimes, people fail at this—they simply stubbornly refuse to ever engage in anything other than what they have initially set out to do, but the results never change. If it failed the first and second time, why do you think that the same attempt would pass the next time? If you never try anything different, the change will never arrive. You need to be able to focus on change if you want to be successful at NLP. You need to be flexible in your own behaviors.

You need to be flexible in what you are willing to try.

This helps beyond just learning NLP, too—when you use this, you are effectively making yourself more flexible in general. You are teaching yourself to cope with failure or the unexpected with ease. You will no longer

be afraid of failing or feeling like you cannot try anything else. It helps you become more likely to succeed simply because you are willing to step out of your comfort zone and mix things up when you need to. If you are unwilling to make concessions or change your best attempts at dealing with a situation, all you are going to do is keep yourself stubbornly rooted in failure and control rather than looking at things as being a chance for improvement.



# **Chapter 11**

## **WHAT IS DARK NLP?**

What is dark NLP?

Dark NLP means using NLP for bad purposes. Nowadays, dark NLP is what most people think of when they hear NLP. The reason for this is that many people have heard of NLP and have the idea that it's something mysterious, magical, and highly advanced.

In reality, NLP has a history of being used as a weapon to manipulate people. This makes it easy to relate to dark NLP because it's similar to the way we use our thoughts and words against each other.

It's also important to realize that any tool can be used for good or bad purposes. It depends on the context and the intention of its use. So first up, we need to understand the basics of NLP.

NLP is a set of skills that help us to change our patterns of thought and action. It's a mental toolkit that we use on ourselves and others. It works in the same way as other habits like mindfulness, affirmations, visualization, or meditation. It's all about targeting the right part of the brain for the right thought so it consistently fires in the right way.

The difference is that NLP uses patterns of thought, behavior, and action that we can control ourselves. This is why it's also known as "self-directed technology."

This allows us to actually take part in what's happening to us rather than just be passive victims of our circumstances. The great thing about NLP is that it puts the power in your hands; you no longer need others to give you what you want.

It's easy to see how this would make people feel empowered because they feel in control of their own life. It can also help us to learn from our mistakes and grow as a person.



# **Chapter 12**

## **NLP AND DARK PSYCHOLOGY**

NLP (Neuro-Linguistic Programming) and its technology, known as "Dark Psychology," are another tool that is largely used in the field of dark psychology. In fact, most people who deal with dark psychology use these tools to the best of their abilities, understanding that they can be dangerous.

Technology has taken over our lives. From computers to smartphones, we have become reliant on them almost everywhere we go in life.

The biggest problem with technology is how addictive it can be; many think they're addicted to it because they spend hours a day looking at their screens and neglecting more important things like work or relationships.

It's not just technology that is problematic for our society. In the past, we relied on traditional methods to get information out of people. For instance, psychologists would ask you a series of questions in order to get to the root of your problems. These methods were quite effective and efficient at getting to know who you are and what problems you are facing. However, things have changed quite a bit recently, and people have begun using new forms of psychology that are more efficient in reaching their goals while at the same time being much more dangerous than traditional psychology.

Another form of dark psychology is NLP (Neuro-Linguistic Programming). NLP is a technology that allows you to control people in such a way that they think they are making their own decisions. This means that just by spending time with someone, you can start telling them to do whatever you want, and they will believe it was their own idea.

This scary and manipulative technology has become more popular in recent years among the business community. In fact, many people have become aware of this form of psychology and use it in different aspects of their life, whether for good or for ill.

You may be wondering about the dangers of such technology. Well, it's not all good, and there are a few problems people face when using this technology. By using NLP on a regular basis, you are telling people to do things that they normally would have never done on their own and in such a way that they think it was their own idea. While this isn't dangerous by itself, the danger comes when you have power over someone who isn't aware of what you are doing to them. This can leave one open to abuse from others who may use them for their own needs without regard for the person being used.

The second problem that people face is the fact that NLP can be used to alter someone's personality. This is something that happens quite often in everyday life. There are certain things you do, for whatever reason, which influence how you think and act in the future. For instance, if a person has problems with their diet and decides they trust to lose some weight, they might start taking supplements and exercising regularly in order to drop some weight.

The same is true for NLP. You can use it to make someone think and act in a certain way, and this can influence their personality. This is a serious problem because once someone's personality has been altered in such a way, they may begin acting differently than before. And even more dangerous is the fact that some people might not want to work that way but are forced to do so because you have control over them. Once you give someone control over another who is depressed, there's no telling what they might do with it.





# **Chapter 13**

## **DARK NLP TECHNIQUES**

### **Pattern Interrupts & Rapid Induction Techniques**

Pattern interrupts are a powerful technique to stop unwanted patterns of thought, feeling, and behavior. Pattern interrupts can be used in many different contexts, including:

- -Anxiety and panic attacks
- -Panic disorder
- -PTSD Nightmares
- -OCD compulsions or rituals
- -Stress and overwhelm

Pattern Interrupts can be used in many different contexts, such as; anxiety attacks, PTSD nightmares, OCD rituals, stress & overwhelm. One way to use pattern interrupts is by mentally saying "Stop!" out loud. This allows the person to break their unconscious patterns by shocking them out of their thoughts. Pattern interrupt techniques have been effective in various settings (i.e. school, work, and home) and in times of crisis.

## **The Door in the Face**

This is a technique designed to trick someone into doing something that they are trying to stop themselves from doing. The technique was created by a clinical neuropsychologist named Joseph De Marco, and its success can be attributed to the confusion it causes within the person's mind. It is described as an "impenetrable barrier" in front of which the individual has no choice but to either halt his or her progress or continue moving forward through "the door."

One way this technique works is by asking someone if he/she wants to do something and following up by saying that there's no point in doing it (it being whatever you've personally asked the person). After that, you give the person an alternative, more specific request. For example, you ask someone if they want to eat at a restaurant, and he/she says "no," then you say something like "It's not worth it," and then follow up with asking if he/she would be willing to order take out instead. Since the person had previously said that they didn't want to go out in the first place, they feel pressured (the "door") into responding with a "yes" or a "fine." This is the technique in its most basic form.

## **Foot in the Door**

Like any other persuasion tactic, Foot in the door works by activating psychological triggers in people's minds that result in mindless compliance and acceptance of your requests. The clever thing about this specific foot-in-the-door technique is it uses a feel-good story with some downside, making the end result seem like an obvious win no matter what happens next for you and your target.

## **“Yes-Set” Technique**

One of the most powerful techniques of dark NLP is the “Yes-Set” technique, which is a methodology used to rigorously identify and target customers’ needs. It begins with a thorough and exhaustive discovery phase during which one or two people (depending on the size of your team) conduct market research using qualitative methods such as surveys, interviews, and focus groups. The analysis includes psychographic information (demographic data like specific age or sex) as well as psychometric data (personality traits like introversion or extroversion).

# **Linguistic Presupposition**

Linguistic presupposition has been applied to dark NLP techniques in the study of social influence strategies. The basic idea behind the use of linguistic presupposition in dark NLP is that it gives us a foundation for social influence, the process whereby people can persuade (or at least indirectly influence or be influenced by) other people by means of establishing interpersonal connections that have a basis in common knowledge. Most dark NLP techniques are based on the combination of implicit and explicit ("assertive") knowledge; this is exemplified by Robert Cialdini's work on commitment and compliance techniques, for example.

## **Reverse Psychology**

The dark side of psychology is a real thing. A lot of people look down on this method, but they are the ones with their guard up. There have been hundreds, maybe thousands, of cases where people have successfully used reverse psychology to make someone do something they did not want to do or get them out of a sticky situation.

## **Negative Hidden Commands**

Have you ever tried to persuade someone to do something with subtle persuasion, such as a compliment or by giving them a compliment? Have you ever wanted people to follow your personal philosophy or have you been asked to help others develop their own personal philosophy? In these scenarios, it is important that you are aware of the hidden commands in what you say. Negative hidden commands can distort people's perceptions and manipulate them into doing what they want without them realizing their actions were influenced.

A thing that is considered dark NLP technique can be seen as negative when in fact, it offers benefits and advantages for those working with it. The power of negative hidden commands is that they are often more effective than positive ones. This is so because the benefits are hidden from the person you want to influence. Although they may not know that there is a hidden benefit in what they are doing, there will be a result and a consequence at the end of the day.



# **Blackmail**

Every group, organization, and society has to deal with the menace of blackmail at one time or another. In some cases, it is used against bosses to get a better position in the company for fewer hours and more pay; it is also used by married people who want to seek revenge on their cheating spouse; it can be used in matters of the heart for a relationship fix that might not be so easy for you to forget. For example, a confessed infidelity would be threatened with public exposure if he or she refuses to give up some juicy details of what was done during this indiscretion. This will ensure that they remain faithful in future dealings as well as will help make them feel embarrassed enough about what they have already admitted. This is where the dark part of NLP comes in. There are some techniques that are used on people to force them to confess or give up their goods; they have been used on people for years, and even though they have served their purpose, the pain doesn't go away, and it makes people want revenge on those who did this to them.

## **Positive Reinforcement**

The technique of positive reinforcement is used in many ways by those who are involved with the dark side of NLP. It refers to all rewarding behaviors that have a desirable or acceptable outcome. This includes praise, bonuses, gifts, and the like.

This technique is seen as unethical by many because of the concept that it will create dependent individuals who won't be able to create happiness on their own.

## **Charisma and Love Bombing**

Charisma and love bombing are two dark NLP techniques, used to bypass a person's critical thinking.

In business, love bombing is typically associated with a new hire. That new assistant or intern that can do no wrong—until the honeymoon period ends and then the real person emerges—often with increased demands, reduced access to decision-makers, and even less time for their new lover.

Love bombing in romance is rife—especially on dating sites like Tinder and OK Cupid. The relationship develops quickly, fueled by compliments and attention. You're so happy that you've found someone special who feels just as strongly about you as you do about them. Then suddenly, one day, your messages go unanswered.

## **Powerful Manipulation Tactics**

Dark NLP techniques are basically the same as light NLP techniques but with the goal of swaying you into believing something untrue. They can be used in a variety of ways, such as when you need to get someone on your side by deceiving them or making them give up a position of power. These manipulations could be used in politics, advertising, or marketing.

## **Framing As a Powerful Tool**

The use of framing is one of the most powerful aspects of the dark arts. It's a way of influencing people to behave in certain ways, from love bombing and coercive persuasion to torture and genocide.

It's also an everyday tool that most people utilize without even being aware they are doing it. Even your fashion choices can be thought of as frames; for instance, wearing a white t-shirt under your gray hoodie sends a message about how you're caring and loyal, or wearing only black creates an almost oppressive atmosphere.



# **Chapter 14**

## **ADVANCED TECHNIQUES AND SUGGESTIBILITY TESTING**

### **Mirroring**

When someone is mirroring someone else; it is because they are able to recognize that they like or trust that other person—that rapport has been built up and is being honored. If you mirror someone else around you, you are likely to do so because you feel like you can trust them. However, this can take a lot of time to build up naturally.

Unless you have happened to have an instant connection with the other person, you are likely to need to go through the process of building it yourself. You can do this with just a few simple steps.

First, you must build up a connection with the other person. You can do this by making sure that you are looking directly at them—you want to be making eye contact and directly acknowledging the other person. You may make it a point to pick up on their own subtle cues—try to synchronize your breathing with the other person as well. As you listen to them, you want to make it a point to nod your head regularly—in particular; you want to do the triple nod.

The triple nod tells the other person three things: You are listening, you understand, and most importantly, you agree. You should feel the relationship build up naturally at this point.

Next, you want to pick up on the other person's verbal cues. While you could begin by mimicking their body language, that tends to ring more alarm bells than simply picking up on speech patterns. You will want to make sure that you are

talking at the same pitch as the other person and actively following their pace and enthusiasm. As you do so, you will find that the other person will continue longer, especially if you acknowledge them with the triple nod.



## **Anchoring**

Once you have built a connection with someone else, you are ready to move on to actually attempting to alter someone else's mind. One of the best ways to do this is through anchoring—when you are anchoring someone to something, you are setting them up to have a specific reaction to a very specific stimulus. This may be that you want them to actively change their mood when you do something, or you want to figure out a way to make them do something in particular in response to their own anxiety or negative feeling. You can use this to make someone more likely to choose a positive decision when they feel out of control, or you can do so in order to get them to do something specific for you.

A common tactic of manipulators, for example, is to create a trigger to fear from a tiny anchor that is unnoticeable to most—they may use a slight but distinct movement of the hand in order to make the other person feel fear in order to keep the other person under control. However, it can also be used to prevent bad habits, such as smoking or drinking, or to be a way to cope with anxiety at the moment.

## **Pacing and Leading**

Commonly used in NLP is the act of pacing and leading. Effectively, this is the ability to figure out how best to identify with the other person (such as mirroring to get on the same page) and then guiding them into your own mindset instead of allowing them to maintain their own.

As you read this, going over the words written here for you, you may find that you are growing curious about pacing and leading and how they can be used.

If you now feel curious about pacing and leading, then you have just fallen for it—your current state was acknowledged, and then you were gently guided to a different state—curiosity. This is an incredibly effective technique for one specific reason: You start by mentioning something that is true, acknowledging someone else's state before actively mentioning something else. It effectively disarms the conscious mind immediately after telling the truth—the deliberate no longer sees what is about to be said as potentially threatening because the first part was not.

## **Smiling**

It's a technique that can be incorporated into the process of persuasion. In Dark NLP, this process of persuasion is called influence.

It can create a sense of warmth, familiarity, and trust as well as make people feel more positive about whatever you are asking them to agree to. It's also useful in getting people out of their comfort zones and encouraging them to enter new territory. Smiling creates a positive mood by making people feel good about themselves. This good feeling leads to less resistance from the end-user, which encourages cooperation and makes it easier for them to buy into what you're selling or what they agree to in general terms.

## **Eye Contact**

In order to create this state, eye contact is first trained by being wide-eyed for three seconds after each word or phrase you say so your eyes will be wide open, focusing on the person to who you are talking. You can also achieve this state by moving your eyebrows up and down while looking directly into a camera in order to break eye contact with your audience and gain their attention before saying anything else. This technique can be used to make your audience forget that they are in a business meeting or class and can affect how they think in general. This is a very delicate technique to use as it may seem overwhelming for someone who likes to have eye contact all the time or someone who has a fear of being observed.

## **Active Listening**

Active listening is a Dark NLP technique that involves active participation rather than passive observation. While observing someone speaking, we often make value judgments about what they are saying.

Active listening allows us to focus on what the speaker is attempting to communicate so that we can avoid making such judgments. As a result of this approach, it can be more accessible for people to say what matters most—their feelings and viewpoints. This style of communication also offers better insights into the process and reasoning behind why someone does or doesn't act in a certain way than other forms of communication do.

# **“Pleasure” and “Pain”: Two Powerful Leverage**

First, let's explore Pleasure

Pleasure is the feeling you get when you fulfill a desire. It could be anything from having ice cream to watching your favorite TV show or getting some winnings from the lotto. The more times you experience pleasure, the stronger it becomes in your mind and body as an association with that activity and vice versa as well (you can become desensitized to a certain kind of pleasure).

Experience more pleasure in your daily life, and you will automatically become happier.

Second, we'll examine Pain

Pain is our body's natural warning system that something is wrong and needs to be corrected. For example, the pain of touching a hot stove is a warning that the stove is too hot—if we just wait long enough, we won't have pain after touching it again. And if we put our hand in the fire, then it will burn and cause us even more pain than from just touching the stove itself (assuming there are no permanent injuries). Our minds are like little scientists who will analyze every possible way to keep us happy when we live a well-adjusted life.

## **People “Towards Pleasure”**

The term “pleasure” is shadowed by the idea of pain, while it is a cause of both in many ways. The sensation of being full after a meal or satisfied after work is understood as indicative of pleasure, but so too are sinuses filling with tears and the feeling of frustration as we grasp for something we cannot attain. Pleasure and pain can be defined by opposing phenomena: one sets off an intense feeling that overpowers all other emotions while the other creates bodily sensations such as lightheadedness or distaste.

## **People “Away From Pain”**

People “Away From Pain” are people who get caught up in the way things seem like they should go versus the way things actually do go in their lives. They may feel that they should have more money or a better job, and they are stuck where they are. Maybe they want to graduate high school but can’t because they don’t have the money for it. They think that their life will be better when they grow up and get a job. But, things aren’t always going to work out like that. They may be 25 right now and still haven’t graduated from high school because it just wasn’t in the cards for them to do so. They may have a job that makes them a lot of money, but they hate it and wish they could be doing something else. Either way, those things are not going to go away just because you walk away from them for a little bit. The problems will still be there when you come back, and it makes sense that people in pain want someone or something to help relieve them of that pain.





# **Chapter 15**

## **NLP TO CONTROL MIND**

Now we get how the whole thing works, we're not that fond of it, but we understand the basics. The main question now, though, is how do you guard against it? That's really what we've been trying to figure out this whole time. How do you prevent someone from pulling all that NLP mumbo jumbo on you when you're not looking? This part of the guide is for you because we have a few pointers for you.

## **Beware of Matchers**

The first thing you're going to want to do is to take in and apply everything you've just learned. Remember all that stuff about matching and mirroring?

Well, now you need to be on the lookout for it. When you speak to someone you think is trying to control you, make a point to note how they react to your body language. Are they sitting in the same pattern you are? Are they copying your movements as well?

If you're unsure, try testing it out by changing your posture and then wait to see if they mimic it. With pro NLP practitioners, the mimicking may be a bit subtler and a bit more delayed, but the unskilled ones are a total giveaway.

They'll copy the posture right away, and automatically, you know what you're up against.

Now that you know, you can either call them out on their behavior or, if you want to have a little fun, start applying NLP on them to confuse them! Not only will you catch them off guard, but if you can pull it off, you can get them to tell you what their whole ploy was all about and who put them up to it. Total win!

**Consciously Infuse Randomness in Your Eye Movement**  
When it comes to confusing your opponent and playing them at their own game, there is little going to give you the same amount of satisfaction as random play. Random eye movements are like going to the gym with your iPod on shuffle; nobody knows what's coming on after. It's basically like trolling your manipulators in real-time and it can be quite fun.

Any NLP user worth their salt is going to go in hard with the whole eye movement thing. It is because your eye movements tell them how you assess and store information, which is precisely why some people can tell if you are lying

or cheating just by looking at your eyes. When they say your eyes speak volumes, this is what they mean!

So how do you avoid being read by an NLP practitioner? Simple; use random eye movements. As you are speaking, make a point to look left or right or up or down. You can even make a game of it. Left for complex sentences, down for every question, and simple sentences can go right or up, depending on whether they start with a vowel.

## **Pick Up on Ambiguity**

One of the tricks that sneaks-in from hypnotherapy is the full use of vague, unclear language.

Whenever anyone starts using stuff like that on you, such as "release your inner troubles and feel the world move slowly around you in conjunction with your prospective earthly successes" What you're doing is allowing hypnotherapy to program your internal state in a specific form. It helps the other person when they then try to convince you to do something that benefits them.

Anytime you feel that someone is trying to do something like that to you, force yourself to snap out of it and ask specific questions, "What exactly do you mean by 'great'?" or "What potential are you talking about?" Take note; all you have to do is point it out. Once you've done that, you're home-free!

## **Be Hypersensitive to People Permitting You to Do Stuff**

The other thing you should watch out for? Permissive language. When a person says something like "you can do XYZ" or "Feel free to make yourself at home" or even something tempting like, "If you want, you can borrow the new Avengers movie from me," what they are doing is preparing you to enter into a trance state. You see, experienced NLP users never outright tell their subjects to do anything. They suggest, recommend, or allow. In this way, the subject feels like they are in control, whereas control was wiped out a long time ago in reality! So then, feel free to say no thanks!

## **Read Between the Lines**

We're onto reading between the lines. You have to keep in mind that people who use or people who are using NLP to control you or to manipulate you tend to use specific controlled language, and nine out of ten times, you are not going to know what hit you.

How do they do it? Double meanings And you'll find them in the unexpected places, so skilled NLP users who are good at what they do know how to use double meaning infused sentences to get you to think the way they want you to. Imagine that you are the evil witch's neighbor from the Hansel and Gretel story; now you don't eat kids, but you do have a thing for snacks. Your NLP user, A.K.A "the evil witch" comes up to you and says, "Children make nutritious snacks, just in case you were wondering." Sure the witch claims she was talking about their production capacity, but what you heard and processed was something a little different, and already you're a bit more inclined to take a little nibble.

## Be Attentive

You need to be very careful about how much attention you are paying to your surroundings and what's going on in them. We get you that you can't always be super alert, but you need to know that you are vulnerable when you aren't alert. For example, an essential tactic that employers use when negotiating salary packages is waiting until the employee in question seems a little off and then jumping in. Saying that they haven't negotiated a pay difference for Tom, Dick, and Harry and don't foresee a lot of change in the other employees. Not much change at all, they repeat. Automatically, now that you are asked how much change in salary you expect, you say not much change

- Congratulations! You've just been programmed!
- Watch Your Mouth

Another important tip? Watch what you say Master manipulators tend to create a false sense of urgency to make you feel that you have to do this particular thing by this specific time, or else something drastic will happen.

You don't have a choice. You have to do this now! What do you do? Well, nothing. Yes, seriously, nothing. Never make any important decisions at the drop of a hat. Chances are you're not the president of the United States, meaning no nuclear codes lie with you, which of course, means that you don't need to make any immediate decisions without consulting people. You don't have to make any quick decisions at all.

Sit tight. Getting you to commit is a classic dark psychology move to create a sense of obligation after being exploited. Please don't fall for it!

## **Trust Your Gut**

And your final rule, which also happens to be your most important, is to trust your gut. Your instincts know a lot more than you do, mostly because your subconscious mind is processing signs and symbols at a rate your conscious brain can't even begin to fathom. So if it is out there telling you that something is up and that something needs to be done about it, then you need to make sure that you are on your guard ready to get things done because, like a used car salesman, you are more likely than not in the hands of a master practitioner.

NLP or Neuro-Linguistic Programming explores how you think and feel. It examines the inner language that you usually use to represent your life experiences. It studies human interaction and achievement and uses this knowledge to help you achieve excellence in all aspects of your life.

The concepts behind NLP techniques are based on the fact that you already have the necessary internal resources and capabilities to effectively change your life and the lives of the people around you. NLP helps you in your goal setting and in taking the necessary actions to realize your goal.



# **Chapter 16**

## **HOW TO DEVELOP AN IRON-CLAD MENTALITY AGAINST PSYCHIC ATTACKS**

A psychic attack is a psychological pattern that is calculated to harm the individual's mind and emotional state. People who are unlucky enough to experience a psychic attack often feel intense fear, emotional confusion, or anger. It can lead to rage and hatred.

A well-known technique utilized by some people with psychopathy is to target an individual that they believe has been targeted by one of these negative energies, which causes them to become suspicious and wary of others around them as they come under even more physical attacks such as being hit with lightning from the sky or killing animals on their property. For one person's life not to be completely ruined if they do this, it's important that they develop a strong mental "armor." Among psychopathy individuals, this armor usually consists of a combination of beliefs that they are protected by law enforcement and "being in the right" at all times.

These people who develop this iron-clad mentality do not put up with their lives being invaded in any form, whether it is people trying to use their energy or a psychic attack that causes them to become violent. They may even turn against their family members for not believing they are being victimized. This is because these individuals have developed severe emotional dependency issues such as controlling and manipulative behaviors, mental disorders, and an inability to maintain healthy relationships because of these

problems. These individuals usually do not turn to psychics, as they are the ones who these people are attacking, but their "mentality" may be responsible for others who develop the same personality disorders.

If you believe that you are a victim of a psychic attack and that this is causing you emotional disturbances, it is important that you immediately seek help from someone who can offer you a solution to whatever problems you are experiencing. If you have any other concerns or questions, it's also important to seek help from someone in a professional counseling relationship. These people are trained professionals who are able to offer you sound advice and can provide guidance, counseling, and therapy services. Psychopathy affects the ability of people with psychopathy to develop strong mental "armor" against psychic attacks. They may fail to understand or even know that these experiences, which are thought of as normal occurrences for many individuals within society, can completely destroy the life of a person who is not a psychopath. A psychopathic person's belief system may be foiled by the ongoing negative emotions they experience due to these attacks, and it can lead to a psychotic break where they lose touch with reality and cannot relate with other people. Many psychologists, psychiatrists, social workers, and therapists are familiar with the signs which indicate someone is in the grip of a psychotic break. An example of this would be when someone experiences hallucinations or has delusions. It's crucial that you seek professional help immediately if you experience any of these signs.

The following are some ways to develop an iron-clad mentality against psychic attacks. It's important that you take things step by step in order to create a positive outcome:

Psychological treatments such as Cognitive Behavioral Therapy (CBT) and Dialectical Behavioral Therapy (DBT)

have been shown to calm down and reduce anger outbursts and hostility of clients that have been experiencing psychic attacks. In this situation, utilizing these types of psychological treatments can be life-saving. You are your own best option for survival.



# **Chapter 17**

## **LEARNING TO READ BODY LANGUAGE**

People studying body language typically focus on the nonverbal gestures that people unconsciously make when they are communicating with other people, but you can also learn how to read body language by focusing on the gestures that we consciously create.

Certain gestures are common across all cultures, and a person's intention when making these gestures will vary based on their culture or upbringing. For example, in Western cultures, nodding of the head usually indicates affirmation, and shaking the head generally means disagreement. In Eastern cultures nodding similarly may indicate agreement while shaking your head might be a sign that someone is thinking about something so vigorously they don't know how to respond yet.

If you focus only on what a person says, your perception of body language will be limited. You have to also consider the gestures that are unconsciously made.

For instance, when someone looks down, we can infer they are embarrassed with what they're saying or how they're saying it and may even be telling us to shut up.

But if someone makes the same gesture when they're smiling or laughing, then we know something is funny, and that person is having fun with us! This kind of attention to subtlety can give you insight into others' emotions, which will help you become more successful in life.

It's a well-known fact that people are most truthful when they are looking up. For whatever reason, telling the truth looks like looking upwards. When someone is lying, they will

often keep their head tilted down or to the side in your direction. This is because people look where others are paying attention, and since you are paying attention to them, the person will try to convince you by looking in your direction.

Spending the time to understand nonverbal communication means that you will be able to better read what other people are intending. In understanding other people's intents, you will find that you can also influence and control situations far better as well.

When you are able to read body language, you develop the ability to understand what they are thinking. However, when you learn to wield your own body language, you can begin to figure out how best to interact with other people in order to subtly change their own feelings.

Think back to mirroring—the other person is likely to follow your lead when you are able to create that connection with them. What if you were to begin to use your own nonverbal cues to help calm them down or change their mindset during that? Maybe you are talking to someone who seems hesitant to make a purchase—you can mirror the other person and subtly nod your head in order to gently push them toward wanting to agree. You can use this to sort of push people into making their final decision. If the other person is still floundering about the idea after you have already attempted to push for a yes, you should probably accept that no and move on.

You can use this in several other ways as well. If someone seems annoyed, you can mirror them to get your own rapport with the other person and then use body language to begin to calm them down as well. This is effectively an entirely physical version of the pace and lead, but it can be incredibly effective if you know what you are doing and make it a point to use it well.

All you need to do is go through the process, and you will find that you can constantly influence even minor feelings.





# **Chapter 18**

## **STRATEGIES TO ANALYZE BODY LANGUAGE FROM HEAD TO TOE**

The ability for body language to communicate emotion is unparalleled. It is a part of our innate human behavior that has evolved over thousands of years to help us maintain social relationships and express empathy. In addition, many studies have shown that facial expression and body language are correlated with findings from psychotherapy interventions, which makes sense given that it's the two primary ways we convey our emotions to others.

# **Characteristics of Body Language**

One characteristic of body language includes involuntary muscle movement in other parts of the body besides just the face: for instance, raising an arm can signal dominance or openness. Another one includes the fact that the very fact that these movements serve as communication makes them a language rather than a random act of movement. This linguistic property and purpose of this non-verbal communication make it unique from other forms of communication.

While much research has been done on facial expressions and body language, much more work is needed to fully understand and apply them. Part of the difficulty in analyzing body language is that it's impossible to not have biases in interpreting someone else's body language since we all have different experiences with people and their reactions may differ based on personality or personal experience. However, this does not mean we should entirely forgo analyzing body language because it can still provide us with valuable information when used correctly.

# How to Analyze Body Language

While you can't completely analyze someone's body language, there are some general guidelines that make up an overall starting point to study the body language of a specific person. One main aspect of analyzing body language is evaluating the person's intent. One may be very open and friendly at first glance, but if they give you their phone number or try to hug you, it might be because they are not interested in a romantic relationship with you but are just trying to get your number. Other signals that one is hiding their true intentions are things like tilting the head back, staring at a person for too long, keeping a serious face, smiling and laughing too much, and avoiding eye contact. In order to interpret these signals and how they relate to the individual's intent, it is fundamental that you understand the six different types of interpersonal communication.

**Six Types of Interpersonal Communication** In order to accurately assess a person's intent in communicating with us and analyze body language correctly, it is important that we understand the six different types of interpersonal communication. These can be broken up into two categories: facial expressions and gestures, which include facial expressions (e.g., furrowed brows), movements of the head, hands, arms, or torso (e.g., chin raised), and posture (e.g., sitting straight in a chair). The second category is the more ambiguous non-verbal signals, which include vocalizations (e.g., sighs) and the environment (e.g., lighting).

The six types of interpersonal communication are:

1. Verbal
2. Facial expressions and gestures
3. Vocalizations
4. Proxemics or kinesics

5. Chronemics or Haptics, and
6. Artifacts

You can deepen this argument in the book "Body Language."



# **Chapter 19**

## **IMPROVING COMMUNICATION SKILLS**

Communication is an integral part of our everyday lives. It's crucial for us to communicate with other people in order to collaborate in the workplace, keep meaningful relationships, and maintain healthy friendships. With a large portion of our days dedicated to communication, it becomes necessary for us to do so effectively. In the process of developing better communication skills, we need to understand elements of effective communication. In addition to being able to communicate effectively, we need to learn how to read other people's communication patterns and learn how they can respond in ways that are congruent with our own persuasive message.

Considering just how social that NLP comes across with how much you must be able to interact with the minds of others, it should come as no surprise that good communication skills are critical if you want to be able to use them. These can be difficult to develop if you do not know what you are doing, but you can learn how best to develop the skills that will serve you well if you are willing to put in the effort. In particular, communication skills that are strong can provide you with a myriad of benefits, both within NLP and persuasion and just in your general life. You will be able to communicate with others to be understood better, meaning that you will not run into conflict as much.

You will be able to cope with struggles that you may run into. You will be able to ask for what you need. You will be able to better communicate with the unconscious minds of those around you. All you need to do is develop the right

skills to do so. It will up your own confidence, and with that improved confidence, you will find that you are much more likely to be happy in your life.

In particular, when you need to develop solid communication skills, the best ones to learn are to make meaningful eye contact without forcing or faking it, present yourself as confident and in control, and listen effectively. These, in particular, will help you become far better at being able to communicate in a way that not only facilitates your own understanding of what others want to convey to you but also make sure that you can tell other people what you need in a clear and meaningful way. Effectively, you will be able to ensure that those around you understand you and are able to respect what you want and need.

The next chapter will provide you with the necessary information to address those three specific techniques referenced above, providing you with the steps to make these habitual, even if you find that you are intimidated by the idea of making eye contact or trying to be confident. Just keep in mind, whenever you feel doubtful about these methods that you will be seen as more trustworthy, and that trust is critical if you hope to be seen as reliable by those around you.





# **Chapter 20**

## **MAKING EYE CONTACT**

Eye contact is one of those skills that you need to develop to be effective at communicating, but it is also one that people tend to struggle with. Eye contact can make what you are saying more impactful and change how people view you as you speak, but it can also be quite challenging to maintain. If you want to be able to communicate clearly, you need to develop a tolerance for making eye contact, or at least learn how to make eye contact in a way that convinces the other party that you are looking at them.

Because so many arguments and conflicts can be linked to a communication mistake, being able to communicate clearly and effectively is critical. With good eye contact and solid communication skills, you will find that people around you are far more willing to listen to what you have to say. They will trust you more frequently and more willingly. They will be more engaged in the conversation and exchange and be more likely to remember you fondly and happily. The beginning of this all is eye contact. After all, if someone does not make intense eye contact with you, you usually assume that they are untrustworthy—it is a sign of deception, and that is not what you want to be portraying if you want to be seen as honest and worthy of listening to.

When you use eye contact, you are telling the other person that you are listening and interested. You tell the other person that, at that moment, your focus is on that other person, meaning that they are free to continue.

However, people generally struggle with eye contact. If you want to better your ability to make meaningful eye contact, try to follow the following steps.

## **The 50/70 Rule**

At first glance, this may seem confusing since it does not add up to 100, but it actually makes sense. You are looking for eye contact that is good, meaningful, but not staring and uncomfortable. While we all want to receive eye contact to know that we matter and that the other party is actively listening, we also do not want too much eye contact. Too much feels aggressive and uncomfortable, and for that reason, you need to find that middle ground where you give enough eye contact to acknowledge but not so much that you are staring at the other person.

This is managed by making eye contact 50% of the time when you speak and 70% of the time when you are listening. When people speak, they naturally look away as they gather their thoughts. This is because thinking is tough to manage. Eye contact is mentally intensive and exhausting, and for this reason, it can get distracting if you try to maintain it constantly during a conversation. By making eye contact half of the time when you speak, you tell the other person that you are talking to them without coming across as rude or challenging.

When you are listening, however, you want to be seen as attentive to encourage the other person to keep talking. This is where the 70% rule comes in—you want to look at them more so they feel like they have your attention, but you still want to avoid any actual staring as people generally do not enjoy being stared at. It is distracting, uncomfortable, and can cause problems.

## **Maintain 4-5 Seconds Of Eye Contact At A Time**

When you are making that eye contact, make sure that you take a break every 4 or 5 seconds. Doing so breaks the eye contact enough to soften it up without appearing flighty or distracted. By breaking your eye contact every few seconds, you make it clear that you are not trying to be rude or aggressive, and by returning back to the speaker, you tell them that they still have your full attention.

## **Pay Attention To Where You Look**

When you are taking a break from eye contact, it can be easy to look down or look off quickly. This, however, tends to make you look nervous, and therefore not trustworthy. When you are breaking your eye contact, make it a point to look to the side rather than looking down. Veering off to the side or up and to the side implies thinking, but looking down makes you seem uncomfortable or shy.

## **Immediate Eye Contact**

When you want to talk to someone, make sure that you get eye contact before speaking, and make sure you meet eyes as you begin to speak. You want that eye contact present as the speaking begins. Establish your eye contact, talk, and then look away.

## **Look Between The Eyes**

If you find that legitimate eye contact is too uncomfortable to maintain, you can try looking in between the eyes at the bridge of the nose instead. You can usually use this to fool the other person into thinking that you are looking at them, though you are saving yourself from the discomfort of eye contact. Of course, genuine eye contact is always preferred, but you can use this as a crutch while you work on establishing your eye contact more readily and regularly.

# **Chapter 21**

## **LISTENING EFFECTIVELY**

A long with making good eye contact, you must also be able to listen effectively if you hope to make good progress with people around you.

Listening is another of those skills that many people take for granted—they feel like being able to listen to someone should be easy since we have a sense of hearing. All you need to do is hear, right?

Wrong.

Hearing is entirely different from listening. Hearing is passive, whereas listening is active. When you are hearing someone, you are simply registering that they are talking. You do not truly understand what is intended or being said, even if you are able to more or less summarize the point of what was said. When you hear someone, you are not necessarily listening to them, but you hear them when you are listening to someone.

Active listening is one of those skills that you can develop then to elevate your hearing to listening. In doing so, you will find that communication, in general, is greatly improved. If you can communicate and listen effectively, you will better understand what was intended by that conversation because you took the time to listen and inquire about it instead of just making assumptions.

# **How to Listen Actively**

When you are ready to listen actively, you will have to go through several steps. You effectively want to ensure that you are in a position that is able to listen and pay attention. You want to avoid distractions. You want to give the other person your undivided attention. You want to really listen without contemplating how you will respond to the other person.

This may sound simple in theory, but think about what your mind is doing during a conversation—do you find that you end up spending the time trying to figure out how to answer the last point made when the other person is still talking? That is not active listening. Hearing the other person and then distractedly putting together a rebuttal that may be entirely irrelevant by the end of the conversation is not fair to the other person. To listen actively, then, you will do the following:

## **Step 1**

Face the other person: This is where you give them your undivided attention. No phones or screens present. You will make sure that you are making eye contact and undistracted.

## **Step 2**

Listen: When you are listening, make sure that you are actively paying attention to what the other person is saying. You are not trying to come up with a response during this period—you are simply listening to the other person.

## **Step 3**

Attentive body language: Remember how you would nod when trying to build rapport? That comes back here. Make sure that you bounce and give affirmation that you are still listening as the other person talks, but do not interrupt. You



also want to make sure that you lean in slightly as you listen to the other person and keep your own body language open and receptive as well. This means no crossing of the arms and paying attention effectively.

### **Step 4**

Ask questions: When you get to the end of the other person's speech, ask them a few questions. These should be clarifying questions, not questions designed to poke holes in the other person's argument. Take the time to ask if you understood properly.

### **Step 5**

Form your answer: Do not begin to formulate your response to the other person until you have confirmation that you actually understand what was said. At that point, take a minute to put together a response, and then go ahead and give it.

When you follow these steps, you will find that you are actually far better at understanding what people are saying than you initially thought. You will begin to get more insight from other people. Others will trust you more in conversation with them. They will be more inclined to listen to you as well, and you will be more prepared for your own NLP journey. Remember, if you want to be able to master NLP, you need to be able to listen effectively.



# **Chapter 22**

## **NLP FOR A SUCCESSFUL LIFE**

NLP is a system for personal success. It has to do with the way you think, not just what you do. When you apply NLP in your life, your mind becomes much more open and creative. You also create an environment of success that draws things into it like a magnet.

The goal of NLP is to help people achieve their goals and purposes faster, easier, and more effectively than without the use of this technology. By mastering these skills (which can be achieved through coursework or other formats), an individual takes responsibility for their own actions in life as well as personal happiness and success. This creates a much-improved lifestyle than one which can be attributed to fate or luck alone. The methods of NLP are based on six core principles. These principles help individuals to achieve the goals that they have set down for themselves. In order to master NLP, it is important to learn all of these principles and how they affect you while you are moving about your daily life.

1. You create your own reality. This is a central tenet of NLP and one which separates it from many other forms of self-improvement and personal development. By acknowledging this principle, you gain control over your life and actions instead of giving everything up to fate or chance. This can be difficult for many people as their lives have been determined by external factors beyond their control. When faced with a situation that is outside of their control, some people will either become helpless and depressed or angry and frustrated. These kinds of emotions are the "noise" in your mind. Learning how to allow your mind to think through these thoughts and feelings without

becoming confused or overwhelmed leads to much better decision-making and solutions to problems that seem insurmountable at the moment.

2. The unconscious mind is a powerful source of information for those who wish to master NLP. While many people understand the scope of their conscious brain, they do not realize how much influence our unconscious has over each and every sensory experience that we have throughout a day. This includes all of the input that we receive from our eyes, ears, nose, mouth, and skin. As you go about your day and do the things you have to do, your unconscious mind is filtering through everything that is going on around you. If it deems an experience important enough to remember for later use or reference, it will store it away in your memory for future use in one way or another. Many times these memories become encoded with negative emotions, which hinder their use in any practical way. By learning how to access these memories without the negative mental baggage attached to them, an individual can focus on how something happened instead of why they reacted in a certain way. This leads directly into the next principle.

3. You have an unlimited number of thoughts that you can access within your mind at any given moment. You can think any kind of thoughts that you wish to so long as they are only coded with good intentions or positive feelings. If you wish to think of something negative, your unconscious mind will simply create new experiences which it feels are better suited for that situation. NLP teaches you how to break this pattern by being mindful of what you are actually thinking about and how it makes you feel about whatever problem or situation that is coming up for you in life.

4. Thoughts are things, and they carry an enormous amount of energy. They work like the air you breathe or the food that you eat. When you think of something, it creates a sensory experience in your mind, albeit a mental one. In

order to access these thoughts, it is important to understand what is occurring in both your conscious and unconscious mind at any given time. By learning how to access these thoughts, you can make the necessary connections to create a more effective and successful life.

5. All behavior has a specific purpose or belief in your life. This is another key principle that is helpful for anybody who wants to become more adept at using NLP techniques for themselves. Each action that you take in your life serves a very specific purpose which was put there by your unconscious mind. While many of these functions may be cryptic or hidden, they can be understood to one degree or another with enough self-analysis. By understanding why you do the things that you do, you are much more able to achieve the kind of lifestyle that is most consistent with what your inner self wants out of life.



# **Chapter 23**

## **DISSOCIATION**

Anxiety can be debilitating, especially if it is anxiety toward something that you must face regularly. Let's go back to the example of the woman who had an accident in front of her class and could never get past it again. After reading through this book, she may decide that she wants to go through the process of dissociation. She wants to figure out how to remove that inherent link between her negative feelings and being able to go in front of crowds once and for all.

This process involves three simple steps: Identify the problematic emotion, focus on it and the cause, and then visualize and change.

Our friend may identify that she feels shame. She is ashamed that she urinated on herself in class in front of all of her peers, and that shame comes up regularly. She acknowledges that she feels that same shame every time she stands in front of other people, such as her coworkers, or when she has to go to an interview, and in the back of her mind, she is always afraid that it will happen again.

Next, she must visualize the triggering event. In this case, she imagines the incident like it was yesterday—she stops and remembers how she felt when she had to go to the restroom but was too afraid to raise her hand and ask to

Go. She had been embarrassed that she was going to go during a presentation, and she worried that those around her would be angry that she did not hear the presentation that was given. She imagines elementary school her going up to the front of the class, trying desperately to give her own presentation, even though she really needed to go to the restroom. She hears the sound of the rain pitter-

pattering on the window in the classroom, and she remembers the sensation of wet warmth spreading down her legs. She remembers the sound of laughter that exploded within the room and the embarrassment and tears as she ran to the bathroom, with urine squelching in her shoes. She remembers this as vividly as possible, and she can feel her face turning bright red in shame as she does.

With the memory firmly in mind, it is time to repeat that scene again, but this time, trying to distance herself from the shame that she felt. It is time for her to look at the memory in a way that reduces the negativity. Perhaps she imagines that everyone wet their pants at the same time, and the laughter was directed toward everyone, not just her. Maybe she imagines that instead of urine, she had spilled soda or something else on her lap. She wants to change the context so it is no longer distressing and instead funny.

Over time, the negative emotions will fade away. It may take time and repetition, but the feelings of shame will be desensitized and fade away over time.



# Chapter 24

## CONTENT REFRAMING

Content reframing is a technique used in neuro-linguistic programming (NLP) that involves changing the context or meaning of something to make it more desirable. Content reframing is often used to persuade people through language. For example, if someone has a fear of heights and has just come back from an exciting vacation on a mountain, they may say, "I went skiing, and I was so scared I would fall off the mountain." This type of content reframing may help reduce their fear because they can now associate scary things with good times.

Content reframing involves nouns, adjectives, and verbs. Nouns can be changed into adjectives by using the word "good," for example, "it is good to go to school." Adjectives can be changed into verbs by using the word "to," for example, "to read," which is good. Verbs are changed into nouns by using the word "is" or the word "are." For example:

- **"is reading" (noun) it is good (adjective)**
- **also: Reading is good (verb).**

The sentences above all use content reframing techniques to change a simple verb ("to read") into a more desirable one ("it is good to read").

This is viably endeavoring to take advantage of the pattern of considerations, feelings, and practices. For instance, on the off chance that you feel like you are a terrible individual, you will act in manners that neglect to show that you are a decent individual—you will be anxious and offbeat. This will lead others to need to stay away, just further building up that underlying considered being a terrible individual.

At the point when you can eliminate that underlying negative feeling, so you quit fixating, you will see an adjustment of standards of conduct too. For instance, how about we return to the one who peed in class as a youngster. She is so worried about humiliating herself in the open again that she gets apprehensive each time he realizes that she needs to perform or give a show. This prompts apprehension, which prompts an inability to perform to fulfillment, which further builds up her dread.

In reframing, you will successfully quit zeroing in on the negative and instead shift your consideration regarding something different that will help, for example, tolerating your own liability regarding your feelings. You might conclude that you will, at this point don't stress over falling flat or committing an error and rather center around how to guarantee that your task is pretty much as fruitful as could be expected. In doing as such, you will really move your thoughtfulness regarding something that you can fix. Eventually, you will perform better and instruct yourself that the change in consideration is totally vital. You will find that life improves and that you really are not as scared of introductions as you at first were on the grounds that you have started to receive some certain encounters in return.

Content reframing is most effective when the recipient of the suggestion is very focused or has a defined set of values to retain. For example, during a presentation, it may be appropriate for the speaker to use content reframing when he or she wants the audience members to focus on how positive something they have done is. The speaker could say: "It's always good to be kind. It will make you feel better, and it will help others." This sentence would elicit more attentiveness if it were said in front of a group involved in charitable work. A similar effect can be achieved by using content reframing when trying to persuade someone to buy

a product or service such as new furniture or a stereo system from an expensive brand.



# **Chapter 25**

## **ANCHORING YOURSELF**

Anchoring is a technique that you can use on yourself with NLP. It is used to steer your thoughts in a different direction than they would usually go, which is often desired when you are feeling stuck or unable to come up with new ideas for your work. This technique has the power to help you find more answers and solutions by changing the way your brain will process information because it influences what you are open to seeing.

Anchoring is something that everyone in a different way uses, and it is something that can be done with any information you receive. This includes a word, phrase, picture, or whatever else you have been drawn to when you were looking for answers. Whatever the topic you are working on, anchoring will help you find solutions by getting your brain to process the information in a different manner than it normally would. The term anchor was also used in old sailing ships to help connect two parts of a ship so that they could stay together while traveling.

You will actually want to utilize that anchoring cycle with the entirety of the advantages of anchoring discussed before and start to apply it to yourself. The solitary genuine contrast in anchoring yourself as opposed to anchoring others is that considerably more of the interaction is interior when you anchor yourself. You don't need to attempt to trigger feelings in others—all things considered, you are centered around yourself and what you need to do.

This will follow similar strides as anchoring others: You will, in any case, be making it a highlight distinguish a feeling, recognizing a trigger for the feeling, distinguishing an anchor, setting off the surface, and afterward utilizing the

anchor until it works. That remains something similar. What changes are the strategies through which you can anchor others? Rather than zeroing in on the best way to trigger the feelings in others remotely, you should trigger them inside yourself.

For instance, consider our companion who had the mishap again. Maybe she needs to quit feeling restless and rather feel loosened up when she is introduced. She proclaims that the feeling that she wishes to trigger is unwinding. At that point, she should think about a period during which she felt that feeling unquestionably emphatically to utilize it. Maybe she picks a period on her wedding late evening during which she and her love bird spouse watched the nightfall over the sea to the sound of the waves lapping at the seashore. That time was especially unwinding for her, and she cherished it. That memory turns into a trigger for her feeling.

Presently, she picks a straightforward anchor—she chooses to utilize a quite certain tapping example of her toes against the lower part of her shoe, as she realizes that it will be cautious, and she will actually want to utilize it in broad daylight without anybody genuinely knowing.

She contemplates that memory at the seashore, trusting that the feelings of unwinding will wash over her, and right as those feelings arrive at their pinnacle, she taps her toes inside her shoe to the example she is connecting to the memory. Throughout a few days and endeavors at this, she figures out that each time she taps her toes, she is helped to remember that loosening up memory. She has now anchored herself to that feeling and can utilize it any time she is in broad daylight and feeling upset or at whatever point she needs to introduce to a coworker. She can utilize these methods and find that her pressure and tension just dissolve away.



# **Chapter 26**

## **IMPORTANT NLP PRINCIPLES**

NLP is the study of the thought process of thinking and how we can use those thoughts to successfully communicate with others. It also covers things like how people perceive themselves, learn new information, and manage their own lives.

NLP is based on the idea that in order to affect someone with what we say or do, we must first understand where they are coming from. While this sounds simple on its surface, it requires more careful consideration of things like attentional focus, posture control, and body language. In fact, these things are such a critical part of communication that you might want to take a second look at them.

To start with, attention is on where a person either wants to focus or where they are concentrated. When speaking with someone, you should try to make your words and body language align by doing things like mirroring their posture and matching the way they look at you. By taking the time to "mirror" them, you can open up a better line of communication and come across as more genuine in what you are saying.

The second important concept in NLP is how people take in information from their environments. Different people will approach information in different ways. Some people prefer details, while others prefer to hear about the big picture of an issue before diving into specifics. Attentional focus is the concept that says people will always pay more attention to the thing they believe is the most important element in a given situation. So if you are trying to get your message across, your subject's attentional focus should be on you and not on their own thoughts or concerns. Attention shifts



can be generated by changing either the visual and auditory stimuli presented or by changing their feelings about something that already exists in their environment.

Posture control is mainly about body language. It's used to reinforce specific ideas that you want your subject to focus on or act upon.

In this chapter, I will give you an overview of some important NLP principles that you should be aware of when talking to others or during interactions with people you are training.

# **The NLP Four-Step Process**

## **1. Be Genuine**

This principle is the one that NLP is built upon. It is commonly stressed during the training process, and as a result, it should be one of your most valuable principles when dealing with people in person or communicating with them via phone or email. How do you know if you are being genuine? You know if you have not by looking at your actions. Are they consistent with what you say? If they are, then you are being genuine at that moment, and others will respond positively to that. You see, people can tell when you are not being genuine and they usually don't like that.

## **2. Be Accurate**

I'm sure you've noticed that sometimes the results of what you say or do with others don't always match exactly with your intentions. You might think one thing but say or do another thing entirely and get a negative reaction as a result. This is often referred to as "incongruence" in NLP, and it is different from being genuine because your true intention was there; you just failed to accurately express it to others in the way they would understand best.

In order to be accurate, you must look at things like your attentional focus, posture, tone of voice, and body language and ensure that they are in sync with what you are saying.

## **3. Be Congruent**

Congruency is a fancy word for alignment. It means that your intentions match up with your actions in every way possible, so they are aligned in the same direction. This is best done by knowing yourself well and then doing what is natural or comfortable to you when communicating with others.

#### **4. Be Confirmable**

Confirmability is the most difficult of the principles for many people to grasp because it is not easy to explain or understand. It simply means that what you are saying has a high probability of being true, based on the fact that it comes from your own experience. You are speaking from your own understanding and experiences so they can be trusted as factual (if you have the skill to validate them).

# **Chapter 27**

## **NLP TECHNIQUES IN MANIPULATION**

NLP is a term that has recently been on the rise, and its definition has spread across many different disciplines. This paper discusses some of the most influential techniques in NLP that have been utilized for manipulation and how they are effective. These include affect control, social proofing, implosion strategies, and elaboration.

Affect Control refers to the process of controlling an individual's emotions in order to get them to do something without their conscious knowledge or consent. Social Proofing is a process that influences people to get them to comply with an individual's wishes; this technique can be used to learn more about people and gain trust from them. Implosion Strategies are a form of exploitation that takes advantage of human vulnerability and are thus considered to be deceptive. Elaboration is a method of persuasion that consists of using an argument in order to increase the attractiveness of an idea or cause.

These techniques have been utilized by various individuals, such as Lenin and Hitler, with the intention of manipulating others in order to achieve their own goals. All of these techniques fall under the category of specialized forms of manipulation because they are specifically designed for one singular purpose. It is important to note that all forms of manipulation work in conjunction with other manipulative techniques; NLP was developed with collaboration from many different fields, so all these combined tactics can influence people.

Affect Control, as defined by Robert Cialdini, refers to the process of controlling or modifying effect control in order to influence the way people behave. Affect control is used here as a substitute for emotions and feelings that an individual has about a certain topic. Parents commonly use this type of manipulation at a young age in order to get their children to behave in certain ways; parents might tell their children how sad they will be if they do not finish dinner or how happy they will be when their child behaves well. These types of emotional appeals are examples of affect control.

There are many different ways that affect control can be effectively utilized; humans have many different emotions such as fear, love, happiness, etc. One of the most widely used methods for manipulating emotions is through social proofing. Social proofing is essentially using the social norms of a person to influence their decision-making; if society says that something must be done, then it must be done. For example, when parents want their kids to eat dinner, they might say something like, "How can you not eat dinner?" or "If you don't finish your dinner, you will be sad." These statements implicitly suggest that if a child does not eat dinner, they will most likely get sick. If the child agrees to eat the meal, then they have likely been affected by social proofing.

Many individuals have also used implosion strategies as a way of getting others to comply with their wishes.

NLP is a form of psychotherapy and movement psychotherapy that utilizes the process of modeling in order to help individuals learn about themselves. Modeling is essentially a form of instruction that involves using a person in order to observe them as they interact with the world around them; this effectively aids therapists in getting a person to reflect on themselves and their behaviors more deeply than they would without model training. Modeling is also commonly used as a way of helping clients gain insight

into their own personal experiences, and it can be used to both consciously influence people's behavior as well as control their emotions.



# Chapter 28

## USE NLP FOR GREATNESS

Neuro-Linguistic Programming is a system that teaches listeners how to learn any new skill, make friends, and unleash their potential. It's been used by some of the most successful people in the world to get what they want.

Neuro-Linguistic Programming can help you want something else. You can use NLP for greatness. Here are the top six ways you can do so:

- 1) **Make a plan**—If you said that your goal is to learn fluent Spanish in one year, write down what day and time tomorrow at how many hours per day you will study Spanish without getting distracted or procrastinating (your best estimate).
- 2) **Procrastination**—There's a reason that your best ideas come when you're in the shower, right before bed, or right after work. Your brain can only assimilate information for so long. Make a plan and schedule your learning when and where you will study.
- 3) **Set yourself up for success**—Set small targets and give yourself room to improve as you go along.
- 4) After reading this book, you could dig even more about NLP to master it perfectly.
- 5) **Make friends**—Find someone else that's interested in learning. You get busy with school and work and other obligations that you won't have time for NLP. Find someone else that has the same goal as you or someone who is more advanced than you.
- 6) **Make sure you have a support network**—Check in with your support network on a regular basis to see



how things are going, what hurdles you may be facing, and how they can help you reach your goal.

7) **Commit to your plan**—Do not give up when you have to. Find a way to get it done.

8) **Learn what works for you**—For some, it helps to write out your goals. For others, the best way is to write out what you want on sticky notes and post them around your house or work desk.

9) **Make sure you have a healthy way of living and eating**—This is important because if you are not eating right, not exercising enough, or smoking—you might be sabotaging yourself!

10) **Exercise some faith**—Know that this will work for you. If it worked for someone else, then it can work for you too.

11) **Don't compare yourself**—just do what it takes to reach your goal.

12) **Use NLP to make something happen**—Now that you have learned about NLP, use it for greatness!

13) **Be patient**—NLP takes time, just like anything else. Try and take a moment to not worry about the outcome. Just learn a new skill and use it for greatness.

14) **The final success is yours**—You know what you want, so you are in the driver's seat. Your best days are ahead of you!

15) **Bonus: Rethink fear**—Fear is a great motivator, but your fears might be stopping you from going after what you really want. Put in a way that makes sense to yourself and find some other way of getting there that makes even more sense to yourself.



# **Chapter 29**

## **NLP IN LOVE**

NLP in Love uses techniques like guided imagery and anchoring to help couples find serenity in their relationship. You'll come away with new perspectives on what kinds of changes you might want to make for yourself or your partner so that your relationship stays strong in good times and bad. One way you can practice NLP in order to use it in your relationships is to start using NLP techniques on yourself. NLP (Neuro-Linguistic Programming) has become a popular technique for transforming behaviors. It consists of a number of processes that can be used to create changes in your thoughts and feelings, which can lead to any number of results. Many clinical psychologists and psychiatrists and therapists of all sorts have found they could use NLP as well for their clients' benefit. And you may find yourself using NLP techniques in order to improve your own life, whether it's with relationships or other aspects of your life.

You can practice NLP by starting up an exercise program directed towards yourself. I recommend you start by setting aside a small room or corner of a room so you can have some privacy. Make it comfortable, with pillows and blankets, and set up your stereo or whatever else you'd like to use (there's nothing wrong with candlelight either). Light a candle if you'd like. And then select some music that will put you in the right state of mind. You can experiment with different kinds of music to see which one speaks most to your own soul. The music should be something that is beautiful to you on an emotional level but not intrusive enough that it distracts you from your goal. For some people, this might be Yo-Yo Ma, while it would be something

more upbeat for others. The music should not be so distracting that it becomes an obstacle.

Next, take off your shoes and put on some comfortable clothes. Close your eyes and begin by feeling how your body feels right now. Is there any tension in any part of your body? Is there stress in any particular part of your body? If you have a headache, are your shoulders tense up? Where do you feel stressed the most? You want to relax these parts of the body. If you find a particular part that is particularly tense or stressed, you might want to visualize it (a technique called guided imagery) as a green leaf slowly turning yellow, and then brown, before falling off completely as it decays into the ground. If you'd like, you can put your hands on the area in order to further enhance the effect. Maybe do some breathing exercises as well to help calm and center yourself. Whatever it takes, slowly relax all the tense parts of your body.

When you've finished relaxing different parts of your body, you can begin with some general relaxation. First focus on your breathing. Imagine there is a balloon in your chest that's making it expand and deflate with each breath, expanding and deflating deeply or simply deeper than normal. You can do this for a few minutes as you will notice your muscles slowly relax. When you've finished focusing on your breathing, move on to a more general relaxation process. Start off with a visualization or guided imagery scenario, as you did earlier with the leaves. Focus on your body and imagine it being completely relaxed and soft, covered in a blanket of calmness, feeling better than it has ever felt before. Imagine every cell in your body vibrating with peace and happiness, thriving within itself.



# **Chapter 30**

## **NLP IN BUSINESS**

NLP in Business is a type of therapy that focuses on helping people change behaviors or habits by changing their attitudes and thoughts.

NLP stands for Neuro-Linguistic Programming, which is the study of the brain's language and how it impacts personal communication. Clients typically work with a therapist to gain insight into their own unique thought processes and behavioral patterns, with the goal of achieving "Natural Communication" for themselves as well as other people throughout their lives.

Clients are encouraged to explore their own belief systems about themselves and others around them in order to address what may be holding them back from reaching new goals or simply enjoying life.

The process is often similar to "educational counseling" in the sense that clients are encouraged to learn new skills or work on specific problems they may be struggling with. The primary difference between NLP and traditional counseling is in its goal, which is to "help people change behaviors or habits by changing their attitudes and thoughts."

NLP is a type of therapy that focuses specifically on helping people change their behaviors or habits by changing their attitudes and thoughts. Aspects of this therapy include, among others:

NLP practitioners can be found in a wide range of fields, including behavioral medicine, business, human resources, medicine, nursing, and science. Although NLP is not legally regulated as a professional field (e.g. psychology or psychotherapy), it is still quite established in many fields.

NLP has been used to teach skills such as sales, negotiation, and creativity, as opposed to therapy. Examples of clinician-practitioners who incorporate NLP into their practice include Richard Bandler and John Grinder, the founders of NLP. Other notable practitioners include Don Beck, who offered a relatively popular NLP certification course in the early 1980s but later returned to psychology; Steve Gilligan and Dick Sutphen both promote neuro-linguistic programming methods for coping with stress and anxiety; and Richard Bandler's close advisor Tony Robbins. He believes that NLP was a way to help people change their thinking patterns without hurting them. His methods revolve around helping people to be able to overcome traumatic experiences such as abuse, rejection, and abandonment.

Media figures who use neuro-linguistic programming often do so in the field of public relations. Anthony Robbins, a high-profile self-help author, and personal development coach incorporates NLP in his lectures and seminars. In his book "Unlimited Power," he states that NLP is "the study of how we can program our minds for success." He frequently employs NLP techniques when working with clients one on one or hosting his seminar events. In his seminars, techniques such as eye accessing cues and the use of positive affirmations are used to help participants change their outlook on life.

NLP has been used to promote communication skills in business. It is a form of applied linguistics that aims to improve interactions between people through the fostering of respect, understanding, and rapport. Many business people have used NLP as a means of improving their ability to speak on teleconferencing systems; it is said that this can be achieved by simulating eye gaze for other users; responding appropriately to verbal and nonverbal cues, such as using verbal mirroring (repeating or echoing what another speaker has said) or matching tonality or rhythm. It

is recommended that business people use NLP to improve their performance during sales calls, coaching/training sessions, and team meetings.





# **Chapter 31**

## **THE POSITIVE ASPECTS OF NLP**

Neuro-Linguistic Programming, or NLP for short, is a psychotherapy technique that has been around since the 1960s. It is the study of the structure and function of human thought and language and how they can be used in therapy to enhance wellbeing. However, it also has some negative aspects that should be acknowledged before you decide to try it out.

The positive aspects of this hypothesis include:

# **NLP Teaches Individuals Skills That Help Them Make Decisions About Their Life**

It integrates multiple senses into a single perspective so as to allow for better understanding. It can help you understand your self-talk, the voice in your head, and what you tell yourself.

NLP can help you to reduce stress and worry as it teaches you how to change negative thoughts into positive ones. It teaches you methods that will help you relax and cope better with everyday pressures, such as learning how to deal with criticism and reframing any stressful situation so that it becomes less stressful. NLP is like a toolbox of skills that can be used to improve your state of mind at any time of day.

NLP helps people learn how to set goals by providing them with the resources necessary for achieving these goals. It teaches you how to analyze issues and find solutions. It also teaches you how to use your self-talk and how you communicate with others to progress.

The positive aspects of Neuro-Linguistic Programming include:

1. A greater understanding of how thoughts create feelings, actions, and outcomes.
2. A way to focus on the desired outcome rather than the symptoms.
3. Strengthening awareness of how people communicate with each other to facilitate more successful professional and personal relationships.
4. An increased ability to understand oneself better (know thyself).
5. More effective communication with other human beings.

6. Greater ability to understand our language, its structure, and its components.
7. An increased level of confidence in life is due to an increased understanding of how we create our own reality.
8. An increased level of confidence in oneself and an ability to trust oneself and others.
9. A greater sense of peace with self and the world.
10. A greater level of faith in myself and others, faith that is based on knowledge rather than guesswork.
11. The ability to be truly creative (i.e., originality).
12. Less pain (or the acceptance of pain).
13. A greater sense of the meaning (or lack thereof) in life.

In order to understand the neuroscientific phenomena behind the NLP techniques, they must be interpreted in terms of cognitive-behavioral psychology's core concept of "intuitive processing."

"Intuitive processing" is an umbrella term used to describe the cognitive mechanisms that underlie and facilitate reasoning processes, such as deductive and inductive reasoning. Intuitive processing is part of human cognition, meaning that it is a form of information processing used by the brain to come to conclusions. Under this concept, NLP can be understood as a method designed to capitalize on intuitive processing to communicate with others in an effective manner.

It has been suggested that training with Neuro-Linguistic Programming (NLP) can result in a subjective improvement in social skills.

A meta-analysis has been published by Pan et al. In this analysis, NLP was evaluated in a total of 12 studies, which involved 425 effect sizes, and revealed that NLP was effective in improving some aspects of social functioning for both individuals with and without clinical mental health difficulties. The researchers concluded that these results

could be interpreted as possibly having "a casual benefit for persons with or without mental health difficulties."

Another meta-analysis conducted by Kneip, Lunsford, Cohen, & Hall re-analyzed five studies on the effect of NLP on social anxiety. These studies involved a total of 282 participants and found a statistically significant effect size.

Two other meta-analyses conducted by Randazzo and Calhoun respectively also reviewed the effect of NLP on social skills. These meta-analyses included five and six studies, which involved a total of 261 participants. Both of these analyses found a statistically significant effect size, with NLP being effective for improving aspects of social skills. However, the authors made no conclusion as to whether these effects were consistent with the results obtained from the meta-analysis conducted by Pan et al.

# **Chapter 32**

## **NLP IN PRACTICE**

When it comes to interpersonal relationships and interactions, NLP is a very strong and potent tool that could be useful to you in making those far-reaching changes in your life. There are times when we find ourselves asking several questions regarding the sensitive topic of NLP. One of such questions is how NLP can be of help to a person's life.

While there are several ways in which NLP can benefit a person's life, here are a few of the ways we can use NLP to our own benefit.

Getting the things you want:

It is completely normal for human beings to set certain goals for themselves, as this is the only way in which a person can grow and attain new heights.

These goals may be new goals for one's health, finances, or even free/leisure time.

While some people only set goals at the beginning of the year, others learn to review their goals more frequently to set new ones by revisiting them monthly or quarterly. There are those who even set goals for themselves on a weekly or daily basis.

Regardless of what goals one may have set or who the person setting the goal is, there is one thing that is sure; it isn't very likely to reach all of one's goals.

The best thing to do in this regard is to learn to increase the number or the percentage of the goals you achieve. It will undoubtedly make a lot of difference to know that you can set a goal and know that you can achieve it. Therefore, what NLP does in this aspect is to help you master the ways in

which you can use all the resources at your disposal to achieve your goals.

# **Persuade Other People Without Them Knowing**

At times, you find yourself in situations or conversations where you are trying hard to convince others or trying to get them to understand you or see things from your point of view, but they just seem to be unwilling to budge in their position in the matter. Whether it is a case of you trying to persuade them or merely trying to change their notion of things, it is often almost an impossible thing to do.

With the help of nlp, you can understand the way they process information by paying close attention to the subtle cues that easily indicate the way they think. This will give you an upper hand whenever you get into conversations

Where you must convince people. All you need to do is to make some slight changes in the way you talk to them. This will not only make the interaction easier, but it will also increase your chances of getting them to see things from your point of view.

Know what motivates you and understand yourself **f**rom all indications, what a person does and how they react to things can be predicted when they are able to figure out the things that make them tick.

The way a person behaves and the way they think are a product of the things they have experienced over time. There are a lot of ways that a person can make use of NLP to get a better understanding of themselves.

This can be done easily by getting to know how you process information and the kind of stories you tell yourself and how you retain the memories of past events. Getting an understanding of these things will help you to get control of them.



# **NLP Helps You To Be Comfortable In New Situations**

It is not abnormal to experience a certain level of discomfort whenever you enter a new situation or territory. Whether you are traveling to a new city, picking up a new job, or getting to know your in-laws for the first time.

Any type of new situation at all has the potential of stressing someone out, and many people do not reach their full potential when they are stressed out.

Since underperforming isn't much of an option, you can think of ways of handling new situations with confidence with the knowledge that all the resources required to succeed are at your disposal. This will help in calming your nerves and help you be less anxious.



# CONCLUSION

Discover the power of language to defend yourself from dark psychology!

Many people don't realize that NLP, or neuro-linguistic programming, can be used as a weapon. When utilized in the right way, it enables you to protect yourself against dark psychology, including manipulation, persuasion tactics, brainwashing, and more.

In this book, I'm going to give you the tools and techniques you need to defend yourself against these mind games.

I'm not just speaking about understanding them, I'm also giving you practical skills and techniques that will allow you to overcome the dark side of NLP and also be able to heal from any damage they cause.

There's no better time than now because people are now using dark psychological tactics more than ever before. It's a faster, more aggressive world; it's dangerous out there! The best way to deal with this is by learning how to defend yourself against it.